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"Laclede discovering the site of the City of St. Louis, 1765

The Gateway OF ST. LOUIS.

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— THE —

INDUSTRIES

OF

SAINT LOUIS:

HER ADVANTAGES, RESOURCES, FACILITIES AND
COMMERCIAL RELATIONS AS A CENTER OF TRADE AND MANUFACTURE ;

TOGETHER WITH A

DELINEATION OF REPRESENTATIVE

Industrial and Commercial Establishments.

ST. LOUIS, MO.:

J. M. ELSTNER & CO., Publishers.

1885.

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BY

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PREFACE.

IT has been the aim of the authors, in compiling and editing THE INDUSTRIES OF ST. LOUIS, to present the public with a concise and accurate work on the many natural and artificial advantages of the city, and incidentally of the State, relative to trade, commerce and manufactures; to note the cardinal causes that have combined to produce these results, and to call attention to present conditions and future probabilities. Except in the selection of the historical data, and the commercial, manufacturing and financial statistics which it contains, but little originality is claimed for the book, space having been permitted for the salient features of the times only.

Relying upon these merits, and the sound judgment of the public for success, the work is committed to the press with these few words of explanation.

ANDREW MORRISON,
J. H. C. IRWIN.

St. Louis, September, 1885.



THE BLAIR MONUMENT, FONES PARK.

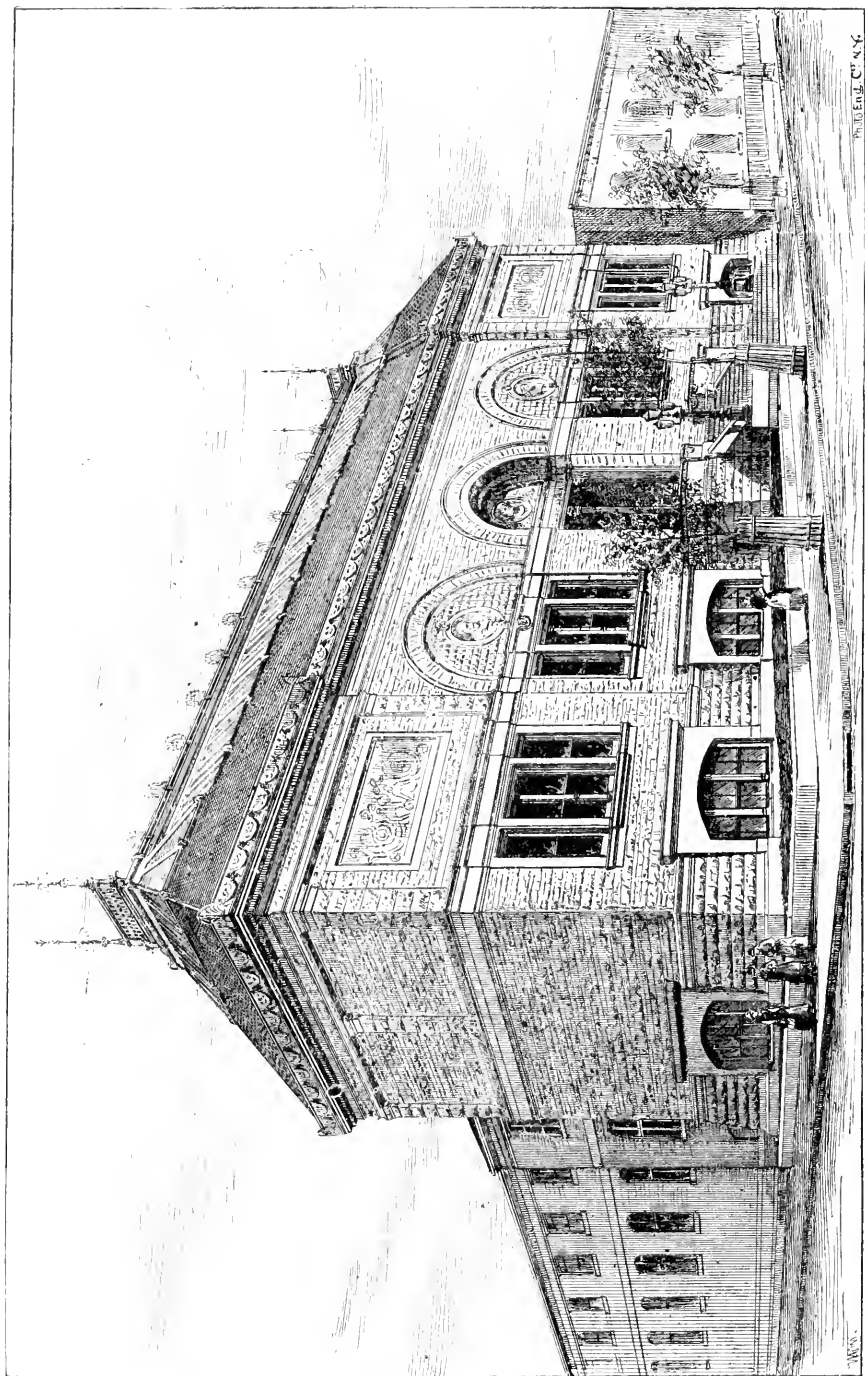
W. W. GARDNER, S. C. P. 1.

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THE CROW ART MUSEUM.

W. H. B. 1874

THE PAST.

ORIGIN, EARLY HISTORY, AND PROGRESS OF ST. LOUIS.

JUDGED by the steady increase of population that she has had, the commercial advancement of St. Louis has been continuous from the very foundation of the trading post by Pierre Laclede Liguette in 1764. The statistics of her growth compare faithfully with the development and expansion of the vast region for which she is now the metropolis. For the first forty years of her existence, the industries of her inhabitants were the simple avocations of the people of a frontier town, and even for some years after the American occupation the fur trade was her chief source of wealth; but as the Indians and game gradually retired before the westward march of civilization, agricultural pursuits began to contribute to the prosperity of the town, and, with their extension, manufactures slowly but surely followed, until now the city is everywhere recognized as one of the great American centers of mechanical and industrial enterprise. The historical incidents that preface an account of these later affairs may briefly be paraphrased at this point, by way of introduction to the more important matter giving evidence of her progress, prosperity and prospects.

THE COLONIAL ANNALS.

The adventurous descent of the great river by La Salle in 1688, and Father Marquette's perilous journey from Canada to the Mississippi, pioneered the way for more thorough attempts at settlement in the far interior of the Western Continent by French authority. Accordingly, in February of 1764, August Chouteau, Commander Laclede's lieutenant, removed the government stores from Fort de Chartres to the site of the present City of St. Louis, for a permanent station. A month later Laclede arrived and named the place, with soldierly loyalty, after his royal master, Louis XV. But little more than this military establishment had been attempted, when, in 1769, the cession of the territory of Louisiana, which was then the name for all the Mississippi possessions of France,

was made to Spain. The Spanish regime was one of liberal administration. Large land grants, unrestricted intercourse with the United States, and other encouragement for settlement, distinguished the policy of Commandantes Manuel Perez, 1788 to 1793; of Zenon Trudeau, 1793 to 1798; and of Delassus, 1798 to the consummation of President Jefferson's purchase in 1804.

UNDER THE STARS AND STRIPES.

The authority of the United States was at first exercised by Gen. Wm. H. Harrison, Governor also of the territory of Indiana; but the next year (1805) Gen. James Wilkinson became the Governor of the district north of the thirty-third parallel, which, by act of Congress, had been divided from the possessions along the Gulf. In the eleven years from 1799 on, the population of the town had increased nearly 600, and was recorded in 1810 as 1,400. The first newspaper, the *Missouri Republican*, was published by Joseph Charless in 1808. The year 1811 is memorable as that of the battle of Tippecanoe, which was most effective in disciplining the hostile Indians, and of the great earthquake that upheaved the whole Mississippi Valley. The first steamboat launched into Western waters, the "New Orleans," built by Roosevelt, of New York, was almost overwhelmed by this fearful catastrophe in the neighborhood of Pittsburg.

The characteristic methods of the new-comers speedily developed great natural resources in the territory of Missouri. In the next decade such an impetus had been given to commercial and agricultural affairs by the Americans that by 1818, admission was sought for it into the Union of States. This progressive period, however, was not unmarked by serious incidents and by reverses, notwithstanding which St. Louis grew apace. She was still a great fur market, but industries of greater breadth were being ventured on. In August of 1816 the Bank of St. Louis was chartered, with a capital of \$250,000, and the year following that is the year of the arrival of the first steamboat, the "Pike," built in Kentucky.

THE THIRST FOR RICHES.

The year 1817, because of its events, has been called "the maniacal year." Extraordinary sales of the public lands were made by the Government. There was a general scramble to get wealth, and a consequent business inflation. Unnecessary enterprises, such as the building of churches and theaters, were undertaken, and never completed. The business of the whole country was then depressed to the verge of insolvency, and the eagerness to get capital resulted in such expedients as state lotteries, which the Missourians were not slow to imitate. The agitation upon the Slavery issue that arose out of the application for admission in 1818, produced an accompanying stagnation of business. The courts were thronged with creditors. Sheriff's sales were frequent. The unemployed were numerous. Immigration was suspended and the lands made unsalable by the political considerations that were presented in this controversy.

But, from the passage of the Missouri Compromise Bill, admitting the state, recuperation began. Whilst Missouri was a territory the whole taxable property

of St. Louis was assessed at less than \$1,000,000, and the total annual taxes collected were about \$4,000. In 1820 the population was 5,000, one quarter of whom were French families. The fur trade was then estimated at \$600,000. The city was incorporated in 1822 with Dr. Wm. Lane Carr as Mayor. Lewis Newell's foundry was established in 1824. By 1826 industrial pursuits had taken firm hold; freighting on the river was now being done by steamboats; coal was coming into use; lead mining in the vicinity of the city assisted the general animation of trade. A few years later manufactories were sufficiently numerous in the northern part of the city to make that district especially noticeable. Records of those days illustrate the simple but comprehensive character of these early projects:

"July 10th, 1836, Capt. Martin Thomas' first flour, lumber and lead mill was burned."

Cholera was epidemic in 1830, and again in 1833. Although the mortality was frightful, its direful effects were but temporary. Most spirited efforts were still made to keep abreast of the times. On the 20th of April, 1835, a railroad convention of sixty-four state delegates met in St. Louis to take measures to increase the transportation facilities of this section. A daily issue of the *Missouri Republican* made its appearance; the year 1837 saw gas in use, and a St. Louis-built steamboat afloat.

TEMPORARY EMBARRASMENTS.

The historical financial crisis of 1837 was safely passed by the St. Louis business community, with less of distress than was experienced elsewhere. The Bank of the State of Missouri had been chartered early in that year to do business upon a capital of \$5,000,000. The act of incorporation excluded all other bank agencies from the State, thus giving it great power and extraordinary privileges. During the panic, indignation was loudly expressed by some of its patrons, against the management of the institution, because of their refusal to honor the paper of its correspondents. But events subsequently proved this decision to have been sound, timely and beneficial to all concerned.

Some idea of the commerce of the city in the year 1840, when the population was 16,469, may be got from these figures, showing the traffic in the leading commodities:

Flour manufactured, 19,075 barrels; whisky marketed, 18,656 barrels; beef, 1,075 barrels; coal, 7,640 wagons, 2,342 carts.

These details contrast but meanly with the enormous transactions of to-day, but they indicated then a promising future, that has since been fully realized.

YEARS OF PLENTY.

By 1842, St. Louis had become "a manufacturing center." The steamboat "St. Louis Oak" was constructed within the city limits, engines, machinery and all. In 1841, the coal trade at this point, as shown by the Public Weigher's figures, had assumed significant proportions. There was handled at his scales over half a million bushels. Abundant crops and a profitable harvest, made

great activity in all branches of business during the year 1843. The building trade in St. Louis was especially brisk, 300 brick houses being in process of erection. The mechanics of the city were sufficiently numerous to sustain an independent political movement that resulted in the election of a workingman Mayor. The population in 1844 was more than double what it had been four years before. There were no less than 2100 steamboat arrivals in 1845. The Boatmen's Saving Bank, founded in 1847, was a creation of this halcyon period for the river men. A telegraph line connecting St. Louis with the Atlantic seaboard, was constructed about that time. At a public meeting in this same year, \$500,000 was subscribed to assist the Ohio and Mississippi Railroad.

There were disastrous months in the fall of '48 and in the beginning of '49. The cholera raged again, and a great conflagration destroyed buildings, steamboats and other craft, valued at more than \$3,000,000. But these calamities were ineffectual obstacles to the rise of a great city. From 1850 to 1860 most remarkable strides in population, wealth and commerce were made. The inhabitants had increased in these ten years from 74,000 to 190,000. A trans-continental railroad scheme was publicly discussed, and the co-operation of Congress therein urged, so far back as 1849, and on the Fourth of July, 1851, ground was broken for a Pacific railway. In the year just preceding the War, the water supply, sewerage and school systems of St. Louis were elaborated and improved. At the outbreak of hostilities, she was the greatest of Western cities.

THE PERIOD OF THE WAR.

In 1861, the South was St. Louis' best market for produce and provisions. Besides having the lead of all other Western points in these lines and in that direction, she also had the carrying trade. In the beginning, the war severely crippled this commerce, but later on the situation was reversed to her great advantage. To quote from an account published long since:—

"For a time the steamboat interest was apparently destroyed. Communication with the lower Mississippi was entirely cut off, and the packet lines were greatly hampered by military restrictions. The immense produce and provision trade ceased, and the future of St. Louis looked gloomy in the extreme. But steamboat owners, merchants and manufacturers in a little while began to experience a more hopeful state of affairs. The wants of the Government gave employment, at remunerative rates, to such of the steamboats as were not profitably engaged in the carrying trade of the city. The grocery merchant whose supply market at New Orleans had been cut off, found a more enlarged depot of supplies in New York, to which place the operations of the war turned all wholesale merchandisers. As the field of occupancy of the Federal army was enlarged, the spirits of our merchants and manufacturers recovered. The old packet lines were re-established, and new ones came also into the field. St. Louis, as the most convenient point of supply for the rich valleys of the Cumberland and Tennessee rivers, received that and a very considerable trade besides from Memphis and the country bordering on the Mississippi below Cairo. From 1862 forward the business of St. Louis revived, and in a little while it ex-

ceeded that done before the war. The restoration of peace found the city greatly increased in population, the area for trade enlarged three fold, the steam-boat interest doubled, the manufactories more numerous, and their product multiplied, and all the various departments of industry quickened into new life. Since the war, with all the channels of trade open and unobstructed,—notwithstanding the rivalry of other markets, the embarrassments of finance and the fluctuation of values, St. Louis has not only retained the business thus attracted to her, but has reached out into new and further fields for enterprise."

IN RECENT YEARS.

Eventful as this time of war was to the tradesmen of St. Louis, the twenty years of peace that follow it to date, are, in a commercial sense, the most marvelous of her history. The narrative of this latest period is one of constant change and transition, always, however, in the direction of progress. The rapid extension of the great railroad systems of the country, has accelerated every interest and employment of the city almost beyond expectation. By the Mississippi bridge, begun with legislative assistance in 1865, and completed in 1874, which has made for its builder, James B. Eads, a world-wide reputation, a sufficient indication of greatness is conveyed. But it is in the extent of her transactions in the agricultural staples, in the magnitude, number and variety of the manufacturing concerns that flourish, and in the breadth of her patronage—taking in territory so far distant as the city of Mexico—that the spirit and speed of the mercantile classes of St. Louis are made apparent. These interests are described in detail in the chapters that follow.

The increased valuation put upon property by the municipality for purposes of assessment and taxation, most aptly illustrates the advances made by St. Louis, in the past twenty years. Real estate valued at \$53,205,820, and personal property to the amount of \$63,059,078, was assessed in the year 1864, a total of \$116,264,898. The official figures for 1884 show that the tax collections were based upon an assessment of \$178,596,650 for real estate, and \$210,124,370 for personal property, a total of \$388,721,020. In the former year the population was about 200,000. To-day it is estimated to be 450,000.

PRESENT AND FUTURE.

THE CITY OF TO-DAY—HER PROSPERITY AND PROSPECTS.

HOWEVER interesting it might be to dwell upon the period of romance and incident outlined in the preceding chapter, the faithful chronicles of passing events must give the stern realities of the present an unadorned narration. To a practical and proletarian people, ideas are conveyed by the facts and statistics, culled from all the sources at command, and hereinafter presented, that mere raciness and fluency never suggest. The characteristics of the St. Louis commercial community have altered much since the close of the war and the extirpation of slavery. A certain inertness—sometimes called “conservatism”—that then seemed to prevail, has now almost entirely disappeared. Ancient social habits and business methods have been discarded for persistency, vigor and breadth in the management of affairs.

NATURAL ADVANTAGES EMPHASIZED.

Much stress has been laid upon the natural advantages of St. Louis as affecting her future; and these advantages are indeed great. Such thinkers as the late Horace Greeley, Charles Sumner, Gen. Benj. F. Butler, and others from the East who have visited St. Louis, have joined resident enthusiasts in predicting that she is to become the great commercial depot and entrepot of the world. “This magnificent continental capital,” John W. Forney called her, and through others she has come to be known as the “Future Great.”

While as yet these remarkable horoscopic utterances have not been fulfilled in fact, still St. Louis has become in many respects a Present Great. Located in the heart of the great Mississippi Valley, the most fertile in production in the world, not excepting the region of the Ganges or the Nile accessible by fifteen thousand miles of navigable rivers, and with a net-work of trunk line railroads furnishing a thousand avenues for trade and connecting producer and consumer, St. Louis ought to be and is prosperous; and this less by the aid of the “manifest destiny” theorists, than by the agency of those energetic business men, who, laboring for the present, necessarily affect the future also.

COMMERCIAL ACHIEVEMENTS.

The men who live in the present have made St. Louis the largest wheat market (not in a speculative sense) in the country; the greatest flour market in the world; the greatest center of the tobacco manufacturing industry on the continent; the largest horse and mule market (both receiving and shipping) in America; the largest in the manufacture of saddlery in the United States; the largest in hardware dealings, and in several other lines of manufacturing industry, have placed her in the front rank with respect to extent and value of productions. Tributary territory has been enlarged, new markets have been opened up, and St. Louis is recognized as the commercial metropolis of a larger extent of country than any other Western city.

The citizens of St. Louis have ever manifested the utmost confidence in the present and future prosperity of the city as a trade center; and in their enthusiasm some have been concerned in movements to urge upon the people of the United States the practicability of making this the National Capital. A convention in that interest was held in Mercantile Library Hall, on Oct. 26, 1869, which was attended by representatives of seventeen Western and Southern States and Territories. A report presented by Mr. Joseph Medill, of the *Chicago Tribune*, was adopted, urging the removal of the seat of government to the Mississippi Valley, and through an executive committee the project was kept before the public for some years. It did not succeed; but the failure dispirited no one, for St. Louisans have ever taken great satisfaction in contemplating that ideal of Benton's, a "continental capital."

MISTAKEN FANCIES.

But the enterprise of St. Louis manufacturers and business men has been best displayed in surmounting and overcoming obstacles from within as well as without. Singular as it may appear, the greatest obstruction in her career of progress has been the visionary idea that her strength lay wholly in her natural advantages, and that without especial effort on her part a vast volume of trade would necessarily flow, in the natural channel, to this commercial outlet.

Competitors from without scouted the paramount influence of geography in building up a trade center and substituted for nature the arts and industries, and methods of man, as factors in production and exchange. Leagued with railroads in diverting trade out of its natural channel, Chicago became a successful competitor for commerce that by all natural laws belonged to St. Louis. The very advantages that the natural metropolis of the Mississippi Valley possesses became a detriment to her, because not fully utilized. The great bridge across the Mississippi, connecting eastern and western trunk lines, was made the pretext for charging excessive tolls, and odious discrimination in tariff rates from the East proved at once a drawback to trade extension in St. Louis and an aid to competing cities in their aspirations for commerce.

River transportation had been looked to as a relief from the excessive cost of freight movement by rail, but there were drawbacks incident to that natural advantage, until an expensive and comprehensive system of rendering the

"Father of Waters" safely and easily navigable at nearly all seasons was undertaken by the Federal government. This work is still in progress. In 1881, Mr. Nimmo, chief of the Federal Bureau of Statistics, in his report upon inland commerce, clearly demonstrated that a change had necessarily taken place in the conditions governing the movements of commerce in St. Louis, and that traffic hitherto almost exclusively confined to the Mississippi river and its tributaries, now patronized railroad lines extending from the city in all directions, each route becoming an avenue of commerce.

The interest of railroad corporations was attracted to the city. Vast systems covering the entire South, Southwest and West were developed. Extensive connections with the Northwest were perfected. The St. Louis people took new courage and utilized acquired and natural advantages in behalf of an extension of commerce. Thus competition was effectively met, and instead of awaiting the "manifest destiny" so often prophesied as an heritage, the tradesmen of the city have been pushing out into new and other fields for patronage, with results that are already noticeable.

MANUFACTURES HER MAIN STAY.

It was early to be discerned that the permanent growth and prosperity of the center of a valley of continental proportions, was to be secured by making the city a productive as well as a distributive point. The theory of natural advantages is illustrative of what is meant by a distributive center, while a combination of the factors of natural and acquired advantages best illustrates what is comprehended in the phrase a productive one. The latter is also and necessarily the most durable, stable and certain.

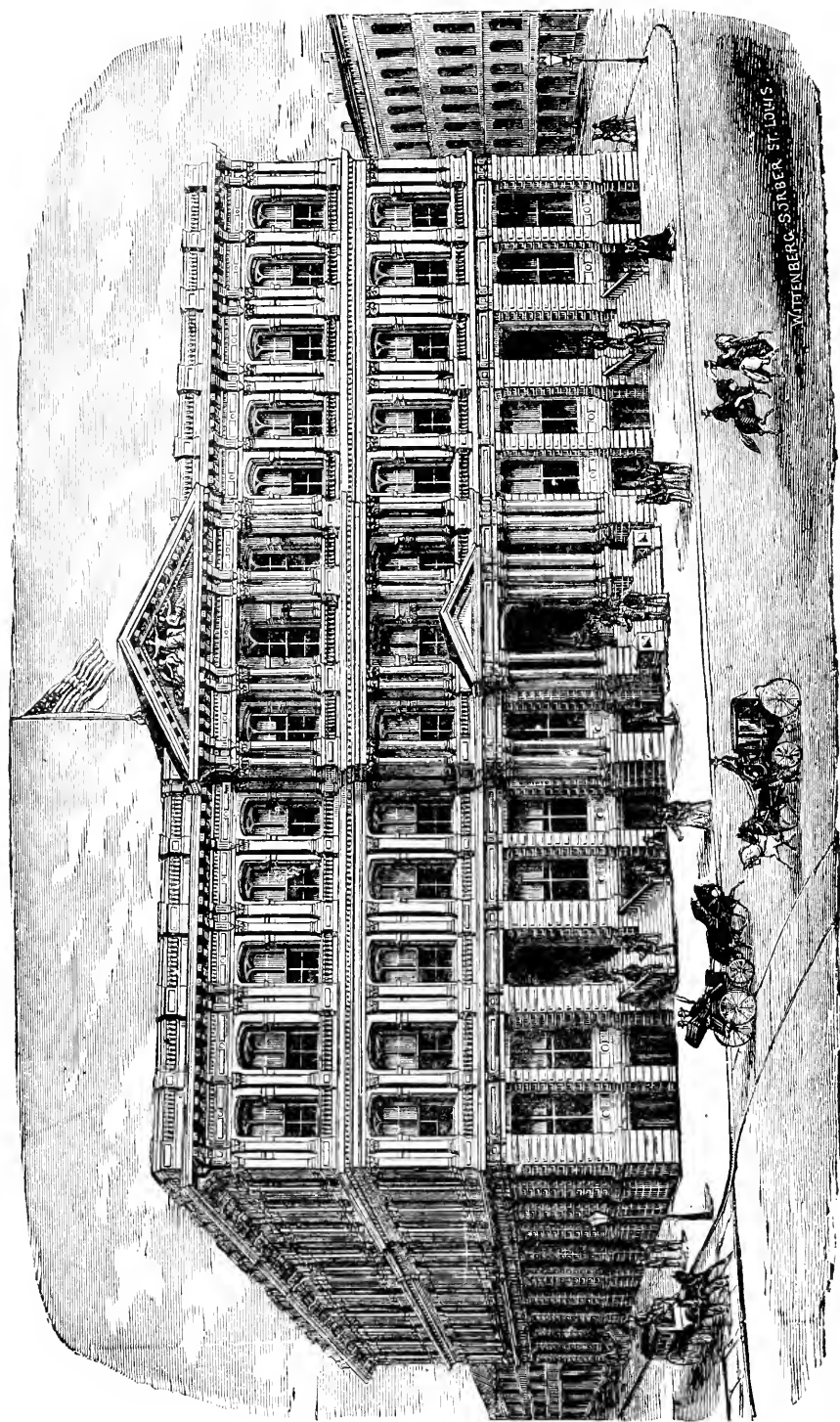
It is within the recollection of those who have given the subject thought, that many towns and cities most favorably located and established as distributive centers have been subsequently annihilated or obliterated from the map, by the construction of new railway outlets, or otherwise. Examples are not wanting in Western and Southern history of localities made active distributive centers—such as Alton, Illinois, for instance, once was—by superior railway facilities, and subsequently reduced to a former condition by the very agency that had built them up, only to confer greater favor upon competing localities.

But a city grown great through productive commerce, will always possess a material element of prosperity, and will also be a distributive center. That enterprise, then, was well directed which early in its history made St. Louis at once a manufacturing center and a point of exchange. It is this factor that gives the city the stability and permanent prosperity, not nearly so conspicuous in more pretentious competitors. The arts and useful crafts are multiplying and making progress, as is more particularly set forth in another chapter. Raw material in abundance is at hand. Financial resources, perfected mechanism and skilled labor have been combined to extend the manufacturing industries of St. Louis, until she has come to be an exporting market of no mean repute; her wares and goods now finding ready sale in all parts of the civilized world.

THE FUTURE OF ST. LOUIS.

Grand as is the present of this principality of the great Mississippi Valley, it can but faintly type the future. With the improvements in river transportation, now in satisfactory progress, completed, she will have thousands of miles of navigation, peculiarly her own waters, and to these may be added forty thousand miles more of connecting navigable rivers. With these waters running through an immense and fertile region, for which they furnish a thousand outlets; with railroads reaching to every part of the country and extending into Mexico; with a rapidly developing tide-water and trans-Atlantic commerce, who shall measure or approximate the future of St. Louis! She is the commercial center and the natural market of seven hundred thousand square miles of territory, full of mineral and agricultural resources and capable of sustaining, in vigorous life, an hundred million people. Who shall essay to limit the aspirations of St. Louis for the commerce of the future!





CHAMBER OF COMMERCE.

TRADE AND COMMERCE.

HERE, as in all the great cities, the exchange system prevails in the transaction of business upon an extensive scale. The vast chain of Chambers of Commerce, which direct and control, by uniform methods, the marts of the world, extends to St. Louis, and various representative trade bodies occupy large buildings, and are assisted in their daily dealings by a system of telegraphic intercommunication with all the markets of this country and Europe. The larger and more important of these commercial undertakings are here noted.

THE MERCHANTS EXCHANGE.

This organization, having the largest membership of any similar body in the country, save one, possesses a very interesting history. The first exchange formed in St. Louis, and a very primitive affair it was, sprang into existence in 1836. It was called the St. Louis Chamber of Commerce, which name is yet preserved in the designation of the magnificent building occupied by the present body, and in the corporate title of the association that erected the edifice. The old Chamber of Commerce used an upper room for a time, and appears to have called this a Merchants' Exchange. In 1849 the millers, weary of buying wheat by sample on the levee and of "exposure to the weather," formed an exchange, which is claimed to have been the first convenience of the kind in the United States, for buying and selling such produce; but two years later united with the general exchange conducted under that name and as the Chamber of Commerce.

In 1856-7 a new exchange building was erected on Main street, and having cost about \$65,000 was considered a grand one at that time. Five years later the great political excitement incident to war times and sharp conflict of opinion, produced a rupture of relations culminating in the organization of a "Union Merchant's Exchange," with a qualification of loyalty insisted upon; and this body grew so largely that in time it practically absorbed the other faction, and the appellation "Union" was continued up to 1875, when the formal title was changed to "The Merchants Exchange of St. Louis."

In process of time a new building became necessary. The preliminary steps to that end were taken in 1871. In 1875 the substantial and striking

structure fronting on Third street from Chestnut to Pine was erected, and has since been occupied. The system and management of this institution rank it with the best in America. Men of breadth and ability have directed it. The President of last year, Hon. D. R. Francis, was lately elected Mayor of the City. Secretary George H. Morgan has had the honor of unanimous re-election, year after year, for a long period. The statistics used in this work are chiefly compiled from his comprehensive exhibit of the trade and commerce of St. Louis. The following are the officers of the Exchange for the year 1885: President, Henry C. Haarstick; Vice-Presidents, S. W. Cobb, D. P. Slattery; Directors, 1885, J. C. Ewald, D. H. Bartlett, Ellis Wainwright, J. Will Boyd, R. S. McCormick; Directors, 1885-6, D. R. Francis, Henry Sayers, Mathias Backer, C. A. Cox, Thomas Akin; Secretary and Treasurer, Geo. H. Morgan; Assistants, D. R. Whitmore, Lovell W. Stebbins; Caller, Jos. P. Carr; Door-keeper, James P. Newell.

THE COTTON AND WOOL EXCHANGE.

This body, like that just described, has largely contributed to the standing St. Louis enjoys in the world of commerce. The largest inland cotton market in the country, St. Louis has attained to that exalted rank through the enterprise of the energetic members of the Cotton Exchange, and the exceptional facilities for handling afforded in the extensive compress and warehousing system here in vogue. The Exchange has quite recently greatly enlarged its field of usefulness by combining with the rapidly growing wool interest, admitting the representatives of that industry to membership and applying the compress system to the handling of wool, as well as having perfected methods of official inspection and grading of the staple, and auction sales of the same. Hence the organization, still officially designated by its corporate name as the Cotton Exchange, is in trade circles recognized and known as the Cotton and Wool Exchange, and the former independent organization of the wool dealers has ceased to exist as such.

In 1873 the first steps were taken toward organizing the Cotton Exchange in a very primitive fashion; for it appears that only \$25 a month was the rental of the third story room used, and \$500 insurance was understood to cover the full value of the property of the Exchange. After the association had been incorporated, in 1874, it entered upon a career of moderate prosperity, and began to develop the cotton trade of St. Louis. At the annual meeting in 1875 the present very efficient and popular secretary, C. W. Simmons, was elected to fill the very responsible place whose duties he has so very acceptably discharged ever since. During the past ten years Mr. Simmons has watched over the interests confided to him, and has earned and received the hearty support and friendly respect of all brought into trade and personal relations with him. It was also determined at the same meeting to remove to more extensive quarters at Main and Olive streets. Here the Exchange remained until the handsome building at present occupied on Main and Walnut street was erected and formally dedicated with appropriate ceremony on May 4th, 1882.

From an association of meager membership, and occupying a small room eleven years ago, the Cotton Exchange has increased and risen to a most influential organization numbering several hundred names, among whom will be found our many prominent citizens and representatives of the most sagacious handlers and manufacturers of the staple in the East and Europe. By the recently effected union with the wool interest, the membership and transactions have been greatly increased, and "King Cotton" and "Queen Wool" occupy one of the finest trade palaces on the continent. A glance at the exterior of the Exchange will show that the city will lose nothing by a comparison with similar efforts, even on the part of the trade in cities whose main commercial importance is derived from cotton.

The executive of the Exchange, President Jerome Hill, is one of the most energetic and successful of St. Louis business men, is a large cotton handler, and thoroughly devoted to the work of advancing the interests of this market. He is ably seconded in his efforts by Secretary Simmons, whose statistical labors and commercial compilations are drawn upon elsewhere in this work, in exhibiting the development and extent of the cotton trade of St. Louis. The following comprises the roster of the officers of the Exchange for 1885: Jerome Hill, President; A. A. Paton, Vice President; C. W. Simmons, Secretary and Treasurer. Directors, M. C. Humphrey, Wm. M. Senter, J. D. Goldman, A. E. Peters, R. F. Phillips, Geo. Taylor and W. F. Warner.

THE ST. LOUIS BOARD OF TRADE.

Organization of this body, which still preserves a corporate existence and annually elects officers, was effected in 1867, the opening address being made by the late Hon. Henry T. Blow. Action was taken at a subsequent meeting upon the report of a committee "appointed to consider a communication from the Birmingham, England, Chamber of Commerce, recommending the adoption of an international law," which appears to be about all that can be said of it. The present officers, who have been several times re-elected, are: Chauncey I. Filley, President; Joseph A. Wherry, Vice-President; C. L. Thompson, Secretary and Treasurer; E. C. Simmons, Joseph O'Neil, E. K. Holton, J. E. Shorb, John Cantwell, E. A. Hitchcock, N. C. Chapman, I. M. Mason and S. H. Lafflin, Directors.

THE HIDE EXCHANGE.

For many years the hide dealers of St. Louis were subjected to the inconvenience of seeking out supplies at such places as the same might be found, and if fortunate enough to discover hides to suit, then to bid upon the same, with about equal chances of securing the skins or failing in that purpose. This primitive method of doing business was unnecessarily wearisome and rarely satisfactory.

Early in the present year it was determined to form an Exchange, and that object was satisfactorily carried into effect to the great advantage of the trade. The Exchange is located at 14 South Commercial Street, in the portion of the

business district chiefly occupied by hide dealers, and already it has a large membership and has accomplished much in persuasively demonstrating to shippers throughout the West and Southwest that St. Louis presents great advantage as a hide market. The system of grading adopted is conformable to the recommendations of the National Association of Tanners, Hide and Leather Dealers, and is much preferable to the ancient methods formerly employed. The present officers of the Exchange are: L. Frank, President; L. Krieckhaus, Secretary; and E. Hartmann, Treasurer. A quotation committee is appointed monthly to serve during that period, and the maximum prices of hides are thus regulated.

THE MECHANICS EXCHANGE.

So early as 1839, the mechanics and artisans of St. Louis urged the formation of an Exchange and an organization was effected out of which, ultimately, associated effort was secured. In 1852 a movement upon a larger scale was inaugurated and an Exchange formed. The body now existing, however, was founded in 1856, and originally bore the name of "Mechanics and Manufacturers Exchange," but was not incorporated until 1875, when the corporate name became the Mechanics Exchange, the objects of which are officially declared to be "the promotion of mechanical and industrial interests in the city of St. Louis; to inculcate just and equitable principles of trade, to establish and maintain uniformity in the commercial usages of said city, to acquire, preserve and disseminate valuable business information, and also to adjust, as far as practicable, controversies and misunderstandings arising between individuals engaged in the various industrial pursuits."

The commodious office and rooms of the Exchange are at 9 North Seventh Street, and the membership is a very large one, comprehending several hundred of the leading builders, mechanics and artisans of the city, who exercise great influence and together form a prosperous body. The executive officers for the present year are: Daniel Evans, President; Sam H. Hoffman, First Vice-President; Thos. P. McKelleget, Second Vice-President; Wm. S. Stamps, Treasurer; Richard Walsh, Secretary; E. W. Creighton, Doorkeeper. Directors—P. Mulcahy, Anthony Ittner, Henry Perkinson, Thos. F. Hayden, Frank P. Hunkins, Thos. Rich, James Duross, Joseph Methudy, F. C. P. Tiedemann, Chas. W. Hogan, Wm. S. Simpson, Jos. L. Guedry.

THE ST. LOUIS FURNITURE EXCHANGE.

The object of this body, as officially defined, is to "secure and promulgate among its members the best information attainable regarding the standing, habits and reliability of the various dealers to whom the goods of its members are likely to be sold, and thus not only protect the interest of its members, but also advance the interests of well-meaning and prudent dealers. It also aims to secure just and equitable rates of transportation and insurance."

The association was organized in 1879, and has done much in the direction of promoting unity and harmony among those engaged in this important industry, and in generally fostering the interests of the trade which has assumed very

large dimensions here of late years, and in fact become one of the most extensive manufacturing industries in the entire West. The membership of the Exchange, the rooms of which are at 900 North Broadway, is quite large, and the present executive officers are: Jacob Kaiser, President; G. A. Wolff, Vice-President; A. H. Dreyer, Secretary; J. G. Koppelman, Treasurer. Executive Board—Geo. A. Rubelman, Chairman; M. J. Reilly, Secretary; Wm. Prufrock, Joseph Peters, Michael Heller.

The Exchange has an official organ, a worthy and thrifty monthly publication conducted by Mr. F. H. Burgess.

THE ST. LOUIS REAL ESTATE AND STOCK EXCHANGE.

In the centre of a business district chiefly occupied by real estate and financial agents, architects and builders, is erected a spacious building, occupied as a Real Estate and Stock Exchange. The association was formed in 1877, and in 1882 the Exchange was incorporated. Its object is declared to be the maintaining of an institution where public and private sales of real estate, stocks and other property can be conducted; and that purpose has been carried out by holding a series of auction sales at various periods during the last few years, whereat, in the aggregate, several million dollars worth of property has changed hands.

The Exchange further supplies a place of meeting for its numerous members, and keeps on bulletin boards, open to public inspection, a record of business and residence property for rent or for sale in the city. It has thus served a very useful purpose, and is a prosperous association. The present executive officers are: Leslie A. Moffett, President; James S. Farrar, Vice-President; F. L. Haydel, Secretary and Treasurer; Mark Priest, Assistant Secretary. Directors—Chas. Green, Theophile Papin, John Maguire and William C Wilson, together with the President and Vice-President.

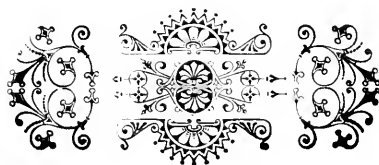
There are and have been other commercial associations and trade agencies, but the above form the principal ones entitled to rank as Exchanges. The Coal Exchange, so called, was a pool or combination formed by dealers, and does not now exist as an Exchange.

BOARD OF UNDERWRITERS.

This organization, as elsewhere, is a most serviceable one. The Companies having membership in the Board are: The Marine Insurance Company, and the Citizens, of St. Louis; St. Paul Fire and Marine, of St. Paul, Minn.; the Louisville Underwriters, of Louisville, Ky.; Kenton Insurance Company, of Covington, Ky.; Enterprise, of Cincinnati, O.; Boatmen's Fire and Marine, of Pittsburgh, Pa.; Phoenix, of Brooklyn, N. Y.; Orient Mutual and the Great Western, of New York City; Commercial, of San Francisco, Cal.; Insurance Company of North America, Philadelphia, Pa.; and the Germania, of New Orleans.

The Board, which holds its annual election in December, is at present officered as follows: President, Howard A. Blossom; Vice-President, John P.

Harrison; Secretary, Adjuster and Agent, James Bernard; Inspector of Hulls, Silas Adkins. In St. Louis the Board maintains a well disciplined Salvage Corps, which works in connection with the City Fire Department, and is very effective in protecting property at conflagrations.



TRANSPORTATION.

THE extension of the St Louis railroad systems to Mexico, perfected last year, and the improvements and increased mileage of Northwestern and Southwestern lines, opening up new tributary points in Iowa, Arkansas, Texas and other States, together with the further development of the tide-water and export trade, have drawn the attention of the commercial world to the superior transportation facilities of this trade center, and to its possession of such advantages of communication, by rail and river, with all points, as are equalled by but one other city on the continent.

THE RAILWAY SYSTEM.

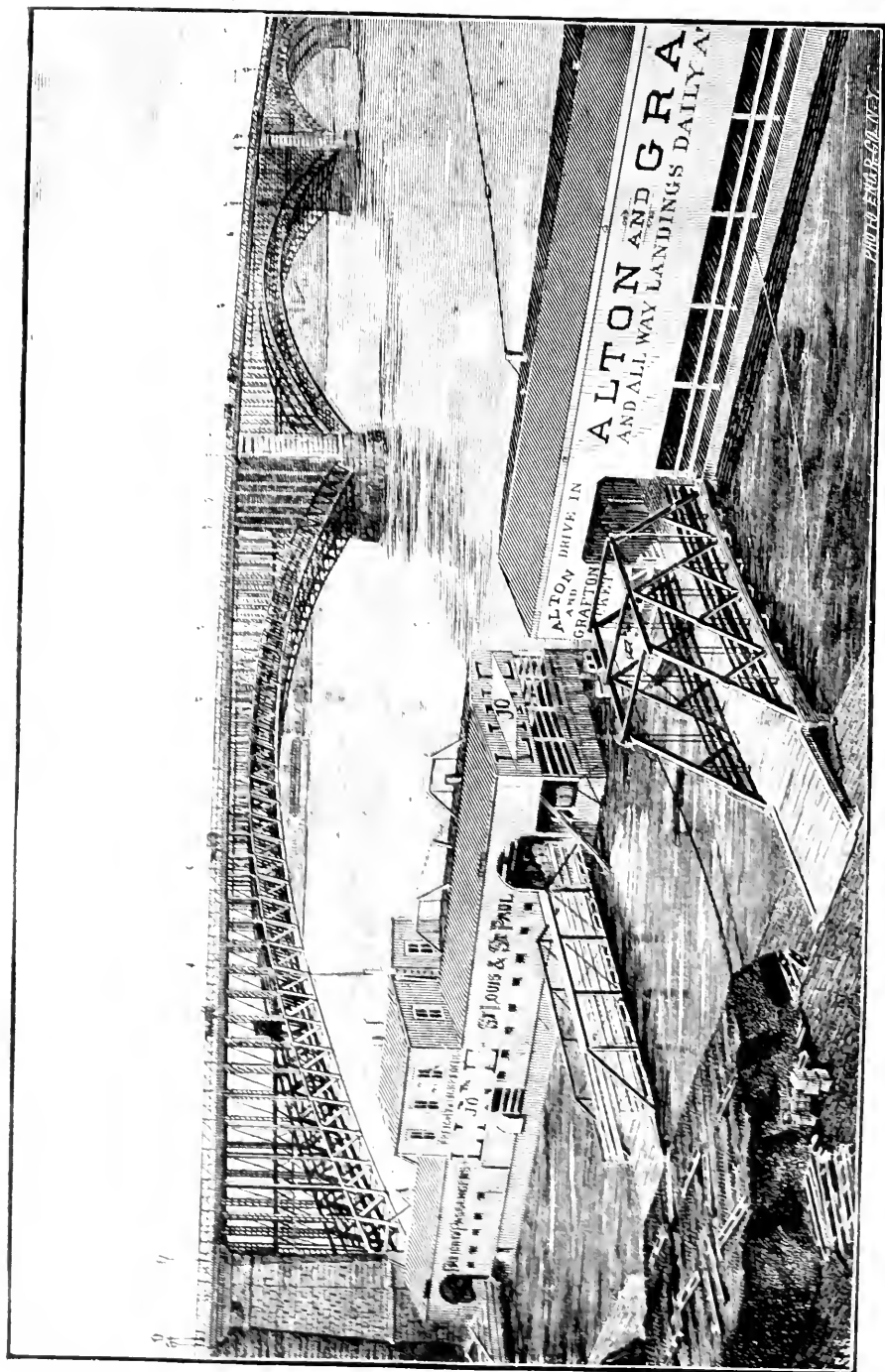
A glance at the map will show that our railroads, like arteries, converge and diverge in every direction from this great national highway and only direct route between the Atlantic and the Pacific. In short, the trunk lines centering here and their direct connections, extending, as has been well said by a distinguished writer on railroad topics, "to all points of the compass, push out towards the ocean, pierces the coal regions in every direction, reaches eastward to the great seaports of the nation, drains the rich and fertile agricultural counties of our own State, and extends westward toward the Rocky Mountains and the golden regions beyond. Soon, too, by the further extension of roads reaching into Mexico, and their connections by gulf, sea and isthmus, closer transportation relations will be established with the states of Central and South America." The railroads centering here are the following trunk lines:

THE MISSOURI PACIFIC.

This road, with its leased and operated lines, seven in all, comprises the greatest system centering in St. Louis, and one of the greatest systems under one management in the whole country. Its mileage, including siding, is 6,793 miles. The Missouri Pacific forms a part of the Gould system, and it is one of the main thoroughfares connecting St. Louis with Kansas, Texas, Colorado, New Mexico and all Western and Southeastern States. A very large freight and passenger business is done over this route.

WABASH, ST. LOUIS AND PACIFIC.

The Wabash, as it is popularly termed, comprises an extensive system also under the Gould control. At one time twenty-one distinct lines were merged



THE LUTON AND ST. LOUIS RAILROAD
CARL JAMES E. LUTON, Chief Engineer

into this system, which besides its routes eastward, has also valuable lines west of the Mississippi, so that direct communication is afforded with such Eastern, Northwestern and Western markets as Toledo, Detroit, Indianapolis, Chicago, Quincy, Peoria, Kansas City, Omaha and Council Bluffs. These roads and branches run through the richest agricultural regions of the United States. The mileage in operation, under the four divisions of the line, aggregate 3,507 miles. For some time the Wabash has been somewhat embarrassed financially, and is operated under the direction of receivers appointed by the Federal Courts, but General Manager A. A. Talmage, who has its practical management, has so reduced expenses and lopped off extravagances, that the company is likely again to resume its place as pecuniarily profitable; and it has always been successful in acquiring patronage. The general offices are located in St. Louis. The Wabash also has a belt line around the city and its environs.

THE CHICAGO AND ALTON.

This air line between St. Louis and Chicago has always been prosperous, so far as the immense freight traffic of the main line is concerned, and its Missouri division connecting St. Louis and Chicago with Kansas City has supplied large additional shipping facilities and notably increased its freight tonnage West and Southwest during the last few years. The management of the Chicago and Alton Railroad is one of the most successful and energetic in the country, and its upwards of a thousand miles of track is laid with steel rails, mostly within the last year or two.

THE VANDALIA LINE.

This route forms a part of what, in the days of the great Pennsylvania railway magnate, was popularly called the "Tom Scott System," and is now the popular designation of the through line from St. Louis to Philadelphia and New York, composed of the Vandalia Line, Pan-Handle and Pennsylvania Railroad, forming the most direct route between the West and the East. This line is practically under one management and runs in a direct line from East to West through the States of Illinois, Indiana, Ohio, Pennsylvania and New Jersey, passing through the capitols of the four last mentioned. It is the favorite route for fast time shipments to the Atlantic sea-board, and exporters make choice of it when desirous of reaching the Liverpool market earlier than is at present possible by the river and Southern route to Liverpool.

THE OHIO AND MISSISSIPPI.

This was the pioneer railroad to connect St. Louis and the East, being completed in 1857. It is a direct route to Cincinnati and thence East over the Baltimore & Ohio Railway. The O. & M. has a branch running to Louisville, Ky., via North Vernon, Ind., another, the Springfield division, crossing the main line at Flora, Ill., and running to Beardstown on the Illinois river. The road has at all times a large freight tonnage, and is an especially valuable outlet to St. Louis in reaching local and tributary points in Southern Illinois and Indiana.

THE ST. LOUIS AND SAN FRANCISCO.

Popularly called the "Frisco Line," this route is one of the most important to St. Louis, placing it in direct relations with wealthy mineral sections, and making this road the conveyance for the millions of pounds of lead and zinc mined and smelted for the market. The general offices of the road are in St. Louis. The line is being extended across Western Kansas and through the Indian Territory to Albuquerque, New Mexico, where it effects a junction with the Atlantic & Pacific Railroad. The "Frisco" has also a large freight patronage both inward and outward.

THE INDIANAPOLIS AND ST. LOUIS.

This route, usually called the "Bee Line," on account of its directness, is a successful competitor for a great deal of east-bound freight, its main line running from both St. Louis and Cincinnati to Cleveland, Ohio, where it connects with the Lake Shore and New York Central systems, via Albany to New York.

THE CHICAGO, BURLINGTON AND QUINCY.

To the development of the Northwestern trade, for which St. Louis is an active competitor with Chicago, this route has chiefly contributed. Its main line and several branches stretch out through Illinois, Iowa and Minnesota, and it has secured right of way and is extending still further Northwest, with the ultimate object of tapping the Northern Pacific, securing control of the traffic with Oregon, and opening up to St. Louis a direct outlet to the Northern Pacific States and Territories. The freight traffic on this route is very extensive.

THE ST. LOUIS, KEOKUK AND NORTHWESTERN.

This line is a somewhat newer one, and in its operation and management not antagonistic to the C., B. & Q. It is a direct line to Hannibal, Quincy and Keokuk, and enters St. Louis over the track of the Wabash from St. Peters. Its route is on the Missouri side of the river, and it carries considerable outward-bound freight.

THE CAIRO SHORT LINE AND ILLINOIS CENTRAL.

The corporate name of the "Cairo Short Line" is the St. Louis, Alton and Terre Haute Railroad, and the nominal organization of the latter is still maintained. The Short Line is operated from Du Quoin, Illinois, in connection with the Illinois Central to Cairo, and thence connects with the latter direct route to New Orleans, on the east bank of the Mississippi. By this route most of the Southern freight received and shipped by rail is sent, and the tonnage is quite large.

THE ST. LOUIS AND CAIRO NARROW GAUGE.

This direct route to Cairo, besides doing a very large local business, is a popular Southern outlet for freight traffic, and for a time was connected with the Texas and St. Louis Narrow Gauge, bringing in much cotton from the South.

THE ST. LOUIS, IRON MOUNTAIN AND SOUTHERN.

This road, with a mileage of over a thousand miles in all, and a consolidation of four distinct lines, is really comprehended in the Missouri Pacific system mentioned at the outset of this exhibit of St. Louis rail facilities, and has been operated under the same control since 1881, when Jay Gould and the New York syndicate obtained a majority of the stock, and consolidated the road with the Missouri Pacific. The Iron Mountain divides at Bismarck, Mo., one line running south, and by connections reaching the principal Southern points, the other running through Arkansas and Texas, and at Texarkana connecting with the Texas Pacific, operated in the same interest, which, in turn, connects with the Southern Pacific to California, and opens to St. Louis direct rail connections with Mexico. The freight traffic of the Iron Mountain route is profitable.

LOUISVILLE AND NASHVILLE.

The Louisville and Nashville Railroad is also a very extensive system, running by way of Evansville, Ind., through to Nashville, Tenn., and thence throughout the entire Southeast, including, with its leased lines and connections, the States of Florida, Georgia, Alabama, Tennessee, Kentucky, West Virginia and the Carolinas. The line between St. Louis and Louisville is the shortest and most direct, and the freight tonnage is large and constantly increasing.

THE TEXAS AND ST. LOUIS.

This "Cotton Belt" route is pre-eminently a St. Louis line, and was practically created and put into operation by its President, Col. J. W. Paramore, of this city, who had long been among the foremost in the development of the cotton interest here, in behalf of which the road was really constructed. From St. Louis southwest, the road runs through Arkansas and Texas, presenting two different routes to Mexico. This end of the line is really at Birds' Point, opposite Cairo, and inward freight comes over the Cairo Short Line. When extended to Eagle Pass, in Texas, the "Cotton Belt" route, which is a narrow gauge line, will directly connect with the Huntington system of Mexican railways, and another part of the line will be extended to connect with the system of narrow gauge railways in Mexico. The Texas and St. Louis, so far extended, is over one thousand miles long. All the great rivers it crosses serve as feeders. From every such point the country produce, particularly cotton, is shipped to St. Louis. The freight business done by the road has been very large, but extraordinary overflows, particularly while some of the bridges were in course of construction, and disastrous floods, so increased expenses beyond earnings that the company became financially embarrassed, and the road went into the hands of a receiver, with probability, at this writing, of sale under foreclosure at an early day. What interest may secure the road eventually it is impossible now to conjecture, but in any event, the "Cotton Belt" route will continue one of the most important aids to St. Louis commerce.

THE TOLEDO, CINCINNATI AND ST. LOUIS.

Popularly called the "Nickel-Plate" line, this narrow gauge road is the largest in the country east of the Mississippi. Its extension to St. Louis is a comparatively recent event, but the route promises to prove another very desirable outlet to the Lakes, and already has secured a liberal patronage of freight.

THE ILLINOIS AND ST. LOUIS RAILROAD.

The Illinois and St. Louis Railroad, though only about fifteen miles long in its main line, is a very important factor in the business of St. Louis. It is one of the oldest railroad companies in Illinois, and, running to and somewhat beyond Belleville, crosses the principal coal fields in this part of the country. The road supplies St. Louis with a very large portion of its coal consumption, the figures annually reaching many millions of bushels. In addition to its main line, this road controls and operates, under the same management, the Venice and Carondelet Belt Line, which encircles the whole of the railroad district of which East St. Louis is the center, and taps every line that comes here from the East. The company also own and operate the ferry and car transfer service across the river, and thus command a large and rapidly growing business.

The railway system of St. Louis, also includes the bridge and tunnel lines, and several local and suburban roads not enumerated above, in the nearly twenty thousand miles centering here; but from the foregoing it will be clearly perceived that the trunk lines named form a very comprehensive system, reaching to the East, Northeast, Southeast, South, West, Northwest and North; reaching the great seaports of the Atlantic coast with a singular directness and force; laying hold on the great lakes as strongly. It also reaches into and covers the West with a wonderful grasp, and lays a similar broad hand on the South. There are also projected other lines, opening up new avenues of trade. A new Western line is among the enterprises of this character. It is to be called the St. Louis, Kansas City and Colorado Railroad. This proposed line runs along the southern edge of Kansas from the extreme southwestern corner of the State, turning north to Paola, and traversing some of the best counties in the State. The route through Missouri has not been fully determined upon as yet.

THE RIVER TRANSPORTATION SYSTEM.

The value of waterways to commerce, and especially the value of the "Father of Waters" and his navigable tributaries, has never admitted of doubt; and when the genius of Captain James B. Eads accomplished the deepening of the channel at the mouth of the Mississippi, and thus connected river and tide-water navigation, it was felt that a great step had been taken in the direction of solving the question of cheap transportation. The government was induced to undertake, on a larger scale, the improvement of western waters, and that desirable work is still in progress.

The location of St. Louis with respect to the vast extent of country embraced within the geographical limits of the Mississippi Valley, gives her

peculiar commercial interest in river transportation. This natural avenue of travel affords profitable and direct trade communication with ten States on the Mississippi alone, and when the navigable tributaries are considered in the same connection, it is seen that St. Louis reaches, through water routes, eighteen of the States of the Union and two Territories; not only the border counties, but the interior of this vast section as well, stretching from the 46th degree of north latitude to the 29th degree, and from the 1st degree to the 22d longitude west from Washington, affording fully eighteen thousand miles of internal navigation, and embracing an area of 1,052,000 square miles of territory.

So much for the relation of the Mississippi to the domestic commerce of St. Louis. But it must be remembered that so early as 1883, this city took rank as the third in the Union in exporting corn, being barely exceeded by Baltimore and far distancing Boston and Philadelphia; in fact being only largely exceeded in export of this cereal by New York City. The same relative proportion was maintained last year, and during the single month of January, 1885, nearly one million bushels of corn were exported from St. Louis to Europe, via the Mississippi river in barges, and thence by outward-bound vessels. The all-water route to Liverpool, as against the movement eastward by rail via Atlantic cities, has steadily grown in favor of St. Louis exporters, and under this impetus the barge and tow system has greatly developed of late years, as has also the freight tonnage of the packet lines and other steamers doing business on the Mississippi and its tributaries.

The principal lines running out of St. Louis, are: the New Orleans "Anchor" line, a consolidation of the St. Louis and Vicksburg and the St. Louis and New Orleans Anchor lines, which was effected in 1883; the St. Louis and Mississippi Valley Transportation Company (steamers and barges), from St. Louis to New Orleans and intermediate points; the St. Louis and St. Paul Packet Co.; the "Diamond Jo" line of packets between St. Louis and St. Paul; the St. Louis and Clarksville Packet Company; the St. Louis and Kansas City "Electric" Packet line; the Illinois River or "Eagle" Packet Co.; and the St. Louis, Cairo, Paducah and Tennessee Packet Line to Cincinnati, Pittsburg and points on the upper Ohio river.

EXPORTS AND IMPORTS.

The direct importations of St. Louis from foreign countries have largely increased in recent years. In 1871, when St. Louis was made a port of entry, she had but two direct importers; now there are said to be nearly 400 of them. The total foreign value of her imports in 1884 (including packages in bond), was \$4,907,973; on which the entire duties would amount to \$1,818,289.40. The principal commodities brought in direct, were china and earthenware, valued abroad at \$110,152; glassware, at \$219,077; manufactures of cotton, \$217,634; of linen, \$142,430; of wool, \$110,904; fire arms, \$119,544; tin plate, \$214,030; tobacco and cigars, \$128,307; woolen dress goods, \$137,636. Besides these, merchandise as follows was imported direct: Anvils, ale and beer, books and printed matter, bricks and tiles, brushes, chemicals, cutlery,

diamonds (\$71,275 worth), druggists' sundries, files, hops, iron in bars, rails and sheets, jewelers' articles, leather, manufactured metals, paper and silk, musical instruments, needles, nuts and fruits, paintings, philosophical instruments, seeds, soda ash and caustic, steel in rails and bars, sugar, wines and spirits, window-glass, etc.

THE GRAIN TRADE.

St. Louis being the geographical center of the most fertile crop-growing section in the United States, her grain trade is of mammoth proportions. That is to say her dealings in the actual, tangible cereal; for speculative transactions, such as option buying and selling, and dealing in futures—methods so extensively employed in the greatest competing market, Chicago—though increasing the nominal volume of trade, do not actually add a single bushel to the millions handled every season.

With unexcelled terminal facilities, with elevator and warehouse capacity of the largest, St. Louis makes little less than a marvelous exhibit in the extent of her trade in grain. With her twelve elevators and warehouses, having a storage capacity now increased to 12,000,000 bushels in bulk, and nearly half a million of sacks, she is amply well prepared to handle, as in fact she does, the bulk of the wheat crop of the States of Arkansas, Tennessee, Kentucky, Illinois, Missouri, Kansas and Nebraska, as well as to care for the productions of the great corn belt, comprising Indiana, Illinois, Iowa, Missouri, Kansas and Nebraska, and of the Northwestern oat-growing States.

Regarding the grain trade as a whole, during 1884, the Merchants' Exchange report makes a very favorable showing, the total receipts, including flour reduced to wheat figures, being 52,776,832 bushels, as against 51,983,494 bushels the previous year. The receipts of grain (excluding flour) for the past three years compare as follows:

RECEIPTS OF GRAIN FOR THREE YEARS.

	1884.	1883.	1882.
Wheat	16,368,809	15,000,704	20,774,987
Corn	19,607,325	20,001,450	14,541,555
Oats	7,036,951	6,452,757	8,138,516
Rye	585,218	532,270	403,707
Barley	2,625,841	2,860,798	1,818,968
Total bushels	46,224,144	44,847,979	45,677,733

The receipts for the first six months of 1885, aggregated 22,945,612 bushels, thus showing a gratifying increase over the figures for a corresponding period last year. Considering that very little of the new wheat crop was marketed so early as July 1st, there is prospect that the aggregate transactions will largely exceed those of 1884, notwithstanding the short crop this year.

As usual, the bulk of receipts comes from the West, the States east of the Mississippi contributing only a small proportion. To be more exact, it may be stated that the precise sources of supply in 1884-5, were: The West by rail and Missouri river; the South by rail from west of the Mississippi river; the

South by Mississippi river boats; the South by rail from east of the Mississippi; the East by rail and by Illinois river; the North by rail and river, and a small portion overland by wagons from suburban districts.

As showing the position occupied by St. Louis as a primary market for the grain of the valley, it may be stated that in 1884 its aggregate receipts exceeded those of every other grain market except Chicago; and while the receipts of Chicago in 1884, as compared with 1883, show a loss of 6,000,000 bushels, St. Louis gained nearly 2,000,000, Kansas City, Cincinnati and Milwaukee being the only other principal markets showing like increase.

WHEAT HANDLED HERE.

The wheat crop of the United States for 1884 was the largest ever harvested, amounting to 512,763,900 bushels. In the States tributary to this market, which yield the finest quality of wheat grown in the world, the total production was greater than in 1883, but in some of the States, notably in Illinois and Kentucky, less than 1882. In Missouri the yield showed a large increase. The quality of that received in this market was excellent, a very large proportion inspecting No. 2. The shipments of the year were 7,177,982 bushels, of which 70,486 bushels went to Europe direct via Atlantic cities, and 1,318,688 bushels were exported via New Orleans. Shipments eastward by rail were 5,512,706 bushels, the bulk of which went to Eastern seaboard cities. The amount consumed by city mills was 8,497,461 barrels, producing 1,960,737 barrels of flour. The shipments this year up to July 1st aggregated 1,416,728 bushels, about one-fourth of the supply received during that period.

TRANSACTIONS IN CORN.

The corn crop last year aggregated 1,795,528,432 bushels, the largest ever grown in quantity, though not the largest in yield per acre. But the amount of merchantable corn, suitable for shipment, that reached the leading grain centers, was considerably reduced, St. Louis receiving nearly her usual quota, however. The shipments from this market aggregated 16,533,259 bushels, of which 1,773,803 bushels went direct to Europe via the Atlantic seaboard, and 4,496,785 bushels were exported via New Orleans. Shipments eastward to local points and to the seaboard for a market were 7,862,699 bushels, and 1,760,757 went South for consumption. The city mills took 2,934,304 bushels for manufacture into meal and hominy, and the city consumption was 800,340 bushels for feed. The receipts of the crop of 1884, marketed thus far this year (14,560,951 bushels), and the favorable reports of the new crop, indicate an excess for 1885 over any previous year, and with the large demand for export via the water route, St. Louis will doubtless command a larger percentage of the crop than ever before.

BARLEY, A BREWERS' SUPPLY.

St. Louis is a large market for barley, although it is not an extensive crop in the Valley States; but the consumptive demand of the brewing interest, more fully set forth in a subsequent chapter on the manufacturing industries of the

city, attracts the staple to this market so largely that the receipts last year reached 2,625,841 bushels, nearly all of which was taken by resident brewers and malsters, for the manufacture of beer. During the first six months of 1885, the receipts reached 838,464 bushels, an increase of five per cent. as compared with the corresponding period of 1884.

OATS AND RYE.

The oat crop of the Union last year exceeded that of any other productive season, and St. Louis received 7,036,951 bushels, a considerable increase over the previous year. Of the receipts, 3,592,296 bushels came from the West, and 2,034,345 bushels from the North. Of the shipments, the bulk went to the South, and 4,043,653 bushels, more than fifty per cent. of the receipts, were taken for home consumption. The receipts this year, up to July 1st, aggregate 3,207,745 bushels.

The receipts of rye also exceeded those of the previous year, and there was a good export demand in this market, 344,864 bushels being shipped to Europe via the jetties, and nearly as much eastward. The receipts for the first six months of 1885 show an increase of nearly 100 per cent.

SHIPMENTS OF GRAIN.

Having noted fully the receipts of grain in this market in 1884, and the sources of supply, the following table exhibiting the shipments and the direction thereof during the same season will be of interest:

TO	Wheat. Bushels	Corn. Bushels	Oats Bushels	Rye. Bushels	Barley. Bushels
Europe direct by rail via Atlantic cities.....	70,486	1,773,803
Europe direct via New Orleans, by river.....	1,318,683	440,735	344,864
The East by rail and Illinois and Ohio rivers.....	5,512,706	7,862,609	196,532	290,691	102,461
The West by rail and Missouri river.....	655	2,957	19,159	89	25,661
The South by rail.....	202,427	1,760,757	739,588	60,124	37,793
The South by river.....	2,432	601,722	2,121,146	3,638	1,270
The North by rail and river.....	70,588	34,536	2,935	1,120	596
Total Shipments.....	7,177,982	16,533,259	3,082,360	700,526	169,781

The present year, judged by the figures for the first six months, will show a large increase in shipments, by barges, via the river and the jetties, to Europe, and in anticipation of such movements, the capacity of the barge line for transportation of grain in bulk has been increased to 3,000,000 bushels a month, the better to utilize the river and tide-water route for supplying the cereals and other commodities to the markets of the old world.

THE COTTON AND WOOL TRADE.

The cotton year ends in September. Last year proved somewhat of a disappointment to nearly all markets interested in this important staple; and while St. Louis maintained her standing as the largest interior cotton market in the country, she fell somewhat behind in her receipts, though less so proportionately than other marts. But the outlook for the future is brighter, and from all crop reports received thus far by the Cotton Exchange, 1885 promises to prove a prosperous year to that interest.

Regarding this prospect, the Cotton Exchange's report says: "Each year adds increased facilities for rapid and cheap freights in cotton; with our great railway systems, East, West, North and South, and our regulator of commerce, the Mississippi and tributaries, we claim there is no American market so advantageously located as St. Louis. Factors have made such arrangements with their consignors in the country as will insure, in connection with the bountiful crop promised in the territory belonging to St. Louis, a large increase in receipts during the coming year. They are also in a position to be liberal in their advances, and can and do offer their customers supplies of all kinds at most reasonable figures."

St. Louis' facilities for handling the staple are admitted to be unequalled, and have largely aided in the development of the cotton trade. Cotton is here received and shipped without coming into contact with mud or water, in fifteen immense warehouses, protected in every way from the elements. Ten large and powerful compresses, with a capacity for compressing 8,000 bales per day, stand ready to embrace the staple. These warehouses and compresses are located along the railways, so that cars can discharge their loads directly into them, and also, after undergoing compressing, be again reshipped, thus doing away with drayage, usually an expensive item. Buyers are located here from every quarter where cotton is required, and the city is well known as a favorite market, which is further attested by the fact that the stock remaining on hand at the close of each season is so small. The St. Louis Fair Association, in connection with the Cotton Exchange, offer premiums on cotton from competing States every year. Of the shipments last year, 122,197 bales went direct to Europe via Atlantic sea-board, 157,938 bales to eastern mills, and 8,576 bales to Canada.

COMPRESSING AND WAREHOUSING WOOL.

Although St. Louis has always been a large distributing point for wool, it is now in a fair way to become one of the leading markets of the country. The hearty co-operation of the Cotton Exchange in a movement to develop the wool trade and the devising of an official system for grading, warehousing and compressing wool, has given an impetus to this important industry, and the union of "King Cotton" and "Queen Wool" seems likely to advantage both lines. The shipments of wool from St. Louis last year aggregated 17,665,858 pounds, and the receipts several million pounds more, but the movement thus far in 1885 gives promise of aggregating at least 30,000,000 pounds. The first six months' receipts this year exceeded last year's total receipts by over 1,000,000 pounds. The National Wool Growers' Convention, in session at the Cotton and Wool Exchange last May, approved the plans to promote the industry in this market, and predicted the ultimate transfer of the bulk of the Eastern trade in this staple to St. Louis.

THE LIVE STOCK TRADE.

This interest in St. Louis is a very large one, and is constantly expanding. Its development last year—a season of business depression everywhere—to a point beyond the figures of previous seasons, was a gratifying exhibit for those

engaged in it. Comparing the past two years it would appear that the receipts of cattle increased from 405,090 in 1883 to 450,717 in 1884, and that 1,474,475 hogs were last year received as against 1,151,785 the previous season.

St. Louis has superior facilities—more particularly described in a subsequent chapter of this work—for the economical handling of stock at the National and the Union Stock Yards.

The buyers at these extensive yards represent nearly every State east of the Mississippi river, reaching north to Michigan and Canada. The cattle trade for the present year promises large results. The trade in the past few years has been handicapped on account of the absence of the dressed-beef interest, but that factor has now been supplied, and dressed carcasses of cattle, slaughtered at the National Yards, East St. Louis, are now promptly forwarded in refrigerator cars and sold at the leading eastern markets.

The increase in the receipts of hogs was partly due to the large demand by packers, St. Louis being third in the list of principal packing points in the country. Last year's business, as shown by the shipment of product, was 193,875,479 pounds, including barreled pork, hams, meats and lard, of which 160,776,501 pounds went to the South and 28,439,666 pounds eastward. The shipments of hogs reached nearly 700,000 head, about half the product going to the New York Market.

HORSES AND MULES.

St. Louis continues to be the leading horse and mule market in the United States, and foreign governments, as well as our own, make their principal purchases of mules here. So that while the demands, from the southern plantations and the western plains, for these hardy animals continues large, the export demand is also constantly increasing, experience having clearly demonstrated, abroad as well as at home, that the American mule is especially adapted to army draft service.

Yet, while the attainable statistics show a horse and mule trade of about \$10,000,000 annually, it is doubtful if even that large figure represents more than two-thirds of the aggregate transactions in this market, for the reason that no record is kept of the large number of animals arriving otherwise than by rail or river, for many are driven direct to the stables from the vicinage. The firms engaged in this line, who are noted elsewhere in this work, transact a large share of the business in this market and are prominent in the exportation of mules.

THE HIDE AND LEATHER TRADE.

In all parts of the country the hide and leather industries have felt the effect of business depression. Over-production by the tanneries and unusually low prices for the manufactured products, as compared with the ruling prices for hides, led to a temporary suspension or curtailment of production. But, as the result of various trade conferences, more systematic methods of business were introduced, and the industry now appears to have entered upon a new era of prosperity.

St. Louis has always been regarded as a preferred market for a superior

grade of hides, and this reputation has been achieved mainly by the quality of goods brought from Colorado and Texas, which make the best class of sole-leather, as well as by the persistent efforts of the dealers in educating the St. Louis butchers up to the proper methods in skinning the beeves slaughtered here. The importation of Texas hides—which rank in quality next to the South American—in refrigerating cars to this market this season, is also proving a successful experiment, and through the efforts of a conference held here between the leather dealers and the cattle breeders, the excessive branding of cattle on the plains, so ruinous to hides, is to be stopped. The receipts of leather in this market last year were 45,346 rolls, and of hides about 20,000,000 pounds in all; the shipments of the latter reached a higher figure because they included the balance of the stock of the previous year. About fifty thousand dollars worth of foreign leather was imported. From the present outlook the business of this year will largely exceed these figures.

THE HARDWARE TRADE.

In no line of business in St. Louis is more enterprise displayed than in the hardware trade. Conducted by men of untiring energy and ample resources, the business has been extended as far east as Ohio, north to Minnesota, west to the Pacific coast, and south into Mexico. The aim seems to have been to constantly acquire new territory, until now more than half the United States receives hardware supplies from this market.

From the time when Henry Shaw, of "Shaw's Garden" celebrity, established the first hardware house in St. Louis, more than fifty years ago, the business has continued to develop, until now two of the larger establishments alone occupy over four acres of ware-room each, and one of them sells more nails than any two hardware houses in America. Including manufacturers, jobbers, importers and dealers in the heavier wares only, and the numerous retailers, there are about seventy houses engaged in the hardware line in St. Louis, and the aggregate sales yearly exceed \$15,000,000. For the amount of business done the hardware men utilize more capital than any other class, and the resources constantly employed in this line here aggregate over \$3,000,000. The energetic operations of St. Louis merchants have revolutionized the entire system of business. They were the first to introduce the system of publishing fine illustrated catalogues, and they have carried this feature to such an extent that their catalogues, as published to-day, are thorough encyclopædias of all that is useful or necessary in the prosecution of the mechanical and domestic arts. And in the way of sending out commercial travelers, there is probably more effort made and larger expenses encountered by the St. Louis hardware men than by any other line of business in this or any other city in the United States.

THE GROCERY TRADE.

In behalf of this vast interest, affecting every household, it is urged by those who have given most thought to the anomalous condition of its affairs, that while the trade has more than doubled in ten years the actual profits are not any larger than they were ten years ago. This singular state of affairs, in which all

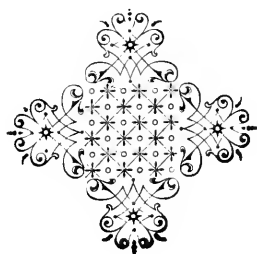
the advantage of increased business is given away to the country merchant and consumer, is said to be wholly due to excessive competition between the leading distributive centers in this line of trade; and here, as elsewhere, the larger importing houses with most abundant ready capital are absorbing the smaller. The aggregate sales in this market last year were estimated as between \$40,000,000 and \$45,000,000. The territory supplied by St. Louis includes Missouri, Kansas, Arkansas, Texas, Indian Territory and New Mexico, where the St. Louis dealers have no rivals except as to Southern Texas; there, however, Galveston and New Orleans still hold a portion of the business which used to be exclusively their own. This city also shares the business of Mississippi, Alabama and Western Georgia with New Orleans and Mobile, and so far west as Arizona it has wrested part of the trade from San Francisco. In Iowa, Nebraska, Colorado and Minnesota there is some trade reaching St. Louis, though those points are "tributary" to Chicago.

Commenting upon last year's business in this line, the Merchants Exchange annual report says that, considering the depressed business of the year, the wholesale grocery business held up remarkably well. The volume was doubtless fully equal to that of 1883, and in some articles there was a notable increase. In sugars the receipts equaled 118,484,220 pounds against 115,911,350 pounds the previous year. Included in the receipts were 190,990 bags, of which 185,947 bags were Sandwich Island sugar, received by rail from San Francisco. Considering the fact that the Belcher refinery was not in operation during the later months of the year, the shipments of sugar were regarded as satisfactory. In molasses the volume of trade was somewhat less, while in coffee the receipts increased from 205,573 bags in 1883 to 270,229 bags in 1884. The amount of tea handled was some twenty per cent. greater than the previous year. It is unquestionably the fact that in the South and Southwest the wholesale grocery business of St. Louis is making steady progress, while in other directions there is no reason to think there has been any loss. About the beginning of 1885 a marked change was apparent, and the tendency now seems towards higher prices. St. Louis continues the greatest inland market for coffee in the country, and probably of the world. The regular annual sales here exceed those of Chicago, Cincinnati and New Orleans by at least twenty-five per cent., and the business is constantly on the increase, the demand being mostly for Rio brands for consumption in the South and Southwest. Subsidiary to the grocery trade proper, the manufacture of vinegar, baking-powders, soap and preparations for household use, and the sundries of the retail stores, is extensively carried on in St. Louis.

THE DRY GOODS TRADE.

With a history extending over three-quarters of a century, the dry goods trade in St. Louis has grown from the smallest possible beginning to vast proportions, as is more fully exhibited in the notices descriptive of leading houses in that line, appearing in another part of this volume. Through this expansion the city is enabled to offer to buyers a market surpassed by none in the country for variety, extent and cheapness.

It is estimated by the president of one of the largest corporations doing business here in this line, that the amount of capital invested in the dry goods trade in St. Louis is fully \$15,000,000, and that the amount of business annually done approximates \$50,000,000. It has been especially noticeable within the last few years that many of the largest country dealers in the Southwest, West and Northwest who used to buy almost exclusively in New York now come to St. Louis. The reason for this is two-fold: First, they can obtain here as large and complete an assortment to choose from as they can in the East; and, second, they find they can make their purchases here with as great, and frequently at greater advantage, as to cost than elsewhere. The cause of this latter state of affairs is found in the fact that many of the most desirable brands and styles of heavy cotton goods are now manufactured in the South and Southwest, and these manufacturers consign their goods for sale here, with all freight charges paid. Thus the buyers who used to have to pay freight charges all the way from New York, can now buy them almost at their doors free of charges, and this offers such a marked advantage that it pays them better to buy here under the new conditions. The twelve exclusively wholesale houses here import foreign goods direct. There are also seven jobbing and dry goods commission houses, as well as one wholesale and retail house—the largest of its kind in America—so that there are in all twenty wholesale establishments in St. Louis, and in addition 219 retail houses in the dry goods line, a larger representation for the trade than that of any city west of New York. Notions, millinery, etc., are also prosperous lines.



BANKING AND FINANCE.

The fact that during the past decade no additional banks have been established in St. Louis—the only changes being one or two in name, and, in some cases, merely an increase of capital—manifestly proves that the banking system here is ample, and that the conservative character of banking operations meets the full appreciation of business men, as well as the demands of commerce.

Of the twenty-four banks in St. Louis, eighteen are operated under State charter and six are National banks. Their aggregate capital and surplus at the beginning of the present year was about \$15,000,000, and the aggregate of clearings and balances for 1884 was \$910,463,122, a decrease of over ten per cent. as compared with the previous year. The further comparison, prepared by Manager Chase of the Clearing House, shows the deposits of the banks, at date of latest statement in 1884, to have been \$38,102,712, of which \$9,102,021 were time and savings deposits, the rest current.

There never has been much glitter in banking business here—hence no failures; but there is something much better, and that is the solid, substantial wealth which is at the base of every transaction. “Mere paper promises to pay do not pass current in St. Louis as they do in some cities; the actual cash, or its substantial equivalent, must be present, and while growth may be slower under such a policy than under the conditions that govern affairs elsewhere, what there is, is solid timber that will last, not mere fungous growth dependent for existence upon atmospheric conditions.”

Adverse comment has sometimes been offered in consideration of the fact that the money market sometimes rules high, and that occasionally as much as eight per cent. is charged for accommodation; but this is an inevitable condition of trade, and while the maximum rate occasionally obtains, the minimum is more often reached. To illustrate: Commercial business practically lasts only from September to April, and the demand for money is chiefly confined to an even less period. This comes from the fact that during these months the three great crops—cotton, grain and hogs—are in motion, and it is these crops, particularly cotton, which create the demand. During that period, while money is always plentiful, it is also in such demand as to cause a natural rise in price to the maximum rate; but this price can only be obtained for a comparatively short period, and for short loans of from thirty to ninety days. During the rest of the year the rates rule from seven per cent. downwards, sometimes reaching as low as three and four per cent. in the summer months, when there is often hardly any demand for money at all.

Call loans, or advances made on bonds at a low rate, employ surplus funds in New York and other Eastern financial centers, and are occasionally made here as low as four per cent., but the practice is not at all general, and considerable funds lie idle here that would be profitably employed in the East in making call loans to brokers and others. The following exhibits the monthly clearings and balances of the St. Louis banks during 1884, which is the last comprehensive annual statement, as under the State laws the State banks are required to make their statements on December 15th, while the National banks make theirs December 31st; but it may be here added that the clearings for the first six months of 1885 aggregated \$369,507,779 :

MONTHS.	CLEARINGS.	BALANCES.
January	\$74,923,037	\$15,871,035
February	67,309,642	13,878,940
March	74,677,043	13,429,154
April	71,640,893	12,829,044
May	66,137,193	9,016,344
June	58,670,186	9,049,680
July	58,720,667	8,436,910
August	62,251,255	10,625,328
September	61,991,252	8,644,769
October	63,474,959	7,667,674
November	59,454,343	7,419,297
December	65,951,798	9,393,370
Aggregates	785,202,177	125,260,945

The aggregate decrease as compared with the previous year was \$107,389,987, or about ten and a half per cent.; but this again shows the caution and conservatism characteristic of St. Louis bank management, which has prevented uneasiness and panic when such feeling prevailed elsewhere. The outlook the present year is more reassuring everywhere, but especially in St. Louis are the prospects bright for a largely increased business.

As in all other large financial centers, the clearing house system obtains in St. Louis, and is found to be a great convenience to the associated banks and the general public. A feature introduced here, and now extending to other cities, is the clearing of post-office money orders and postal notes. Instead of being obliged to go to the post-office and cash his order or note, as formerly, the recipient of a remittance in that form simply deposits the order in his bank, where it is cashed at par and sent to the clearing house with bank checks, drafts or other monetary evidences. To facilitate the exchange, the money order department of the post-office keeps a clerk at the clearing house during banking hours.

The St. Louis Post-office now does more of a banking business than ever before, as the following transactions of 1884 show:

Received from depositary offices, \$8,198,030.76; paid—domestic and foreign money orders and postal notes, \$5,085,251.30; issued—same, \$1,028,371.98; remittances to New York, \$3,979,000.00.

This report shows a marked increase in the business in postal notes.

LEADING MANUFACTURES

From the earliest days of the city, it has been apparent that the future of St. Louis depended upon the development of her manufacturing industries. Having the advantages of site and location, and in juxtaposition exhaustless mineral wealth and abundance of raw material, only capital, labor and enterprise were needed to utilize these benefits. The extraordinary possibilities in this direction have been fully realized, and many weighty concerns, whose production embraces about everything demanded in the domain of trade, have added by their output to the material wealth of the community. An extraordinary variety of supplies are here made, and it is her manufactures that have made St. Louis a most familiar name to the tradesmen of the world.

Within the limits of a single volume, it is manifestly impossible to present in detail a review of every branch of manufacture that flourishes in St. Louis, for they are numerous, and some worthy an entire volume of themselves. It is designed merely to present, as comprehensively as possible, a resume of the condition of these industries in the year 1885. They are here noted, in the relative order of their importance as nearly as may be; and the concluding chapter of this publication presents some additional information descriptive of the operations of leading companies and firms engaged in manufacturing here.

By a consolidation effected in 1883, St. Louis City and County now comprise what were the first and second U. S. Internal Revenue districts of Missouri. The internal revenue receipts last year showed a falling off as compared with those of prior years since 1880, although manufactured products in 1884 showed a marked increase. This apparent anomaly is explained by the reduction of the tax which went into effect near the close of the fiscal year of 1883. After the reduction, the manufacturers of tobacco and cigars increased in value from \$18,000,000 to \$22,732,280, though the revenue was reduced from \$2,214,222.05 to \$1,818,562.27. The production of beer increased, as did also the revenue received therefrom, in 1884.

THE IRON INDUSTRY.

Inexhaustible deposits of iron ore and the excellent coal supply naturally led to the establishment, in St. Louis and vicinity, of extensive furnaces, steel and iron rolling-mills, foundries, and, in short, all kinds of works incident to iron manufacture.

In 1883, fourteen coal, coke and charcoal furnaces, employing in the aggregate 1500 hands, produced nearly 300,000 tons of pig iron. while seven

rolling-mills and steel works, employing together about 4,000 hands, had an aggregate output of manufactured product valued at nearly \$12,000,000 annually. This was in the time of the greatest prosperity of the iron industry. But in the general depression that a few years since seized upon this department of manufacture, St. Louis has largely shared; and now some of these vast establishments are wholly idle or are working upon a limited scale. In the more extensive enterprises of this character throughout the country, there has been considerable loss (and some here), which has been attributed to over-production in former years and to excessive foreign competition; but, however this may be, the depression does not seem to have largely extended beyond the limits of the heavier branches of the iron manufacturing industry, at least so far as St. Louis is concerned; and some of these, at this writing, are arranging to re-commence manufacture upon the largest scale.

The stove works, architectural iron works, machinery-building foundries, car-wheel and agricultural implement works—many of the largest of which are more particularly described in another chapter of this work—are running in full blast and profitably employing a large number of hands, and turning out wares that are in request at home and abroad. The stove, tinware and house furnishing trade in St. Louis alone does a business aggregating over \$6,000,000 a year; and the other departments mentioned do proportionately well. The seven foundries in operation here melt daily from 125 to 150 tons of iron, employing in the aggregate about 800 men. The capacity of the St. Louis foundries is in excess of any probable demand in the near future, the policy of those who control them being always to keep ahead of the market and thus to be prepared for any and every emergency. In pursuance of this idea, a year or two ago, several of the works enlarged their foundry capacity from 25 to 50 per cent., and the most important have increased their facilities of all kinds so as to be able to supply fully 50 per cent. more than the present demands upon them. This fact demonstrates how much faith the men whose interests are most intimately involved in the business place in its future prosperity.

The receipts of iron ore last year, notwithstanding the depression, were nearly 150,000 tons, and the shipments 105,590, while nearly 100,000 tons of pig iron were received, and more than half as much shipped. A revival of the iron industry is confidently expected here, as elsewhere, at an early day.

THE FLOUR TRADE.

Among the commercial and industrial triumphs of St. Louis, none present greater cause for congratulation to those interested in her welfare than the wonderful growth and expansion of the flour trade, both with respect to extent of manufacture and of sales.

St. Louis became, a few years since, and still is, the greatest flour distributing market in the United States, and she is second only to Minneapolis in the amount annually manufactured. Moreover, owing to the improved machinery put in use, and the extra care taken in manipulation, the St. Louis product has largely increased in value, the quality, according to some estimates,

having been improved fully 25 per cent. One feature of the market deserves special notice, and that is the way the trade has run into the handling of known brands, which are quoted individually instead of generally, as heretofore, under the name of various grades. This modification of the old system has many marked advantages, not the least of which is the stimulus it inspires the manufacturer with, in his endeavors to prove his product and establish the reputation of his brand or brands on a sure basis in the markets of this country and of Europe.

The aggregate capacity of the city flouring mills and of those owned here but operated at suburban points in Illinois and Missouri, is equal to a production of 25,000 barrels a day (of twenty-four hours). The amount of last year's output was great, and the amount handled in this market more than ever before, with the exception of the year 1882. The amount manufactured by fifteen mills of this city, four mills having been idle during the entire year, was 1,960,737 barrels. Several of the mills increased their capacity during the year, so that while the number of mills has decreased, the capacity of those now running is greater than that of the twenty-two mills that were in operation in 1883. The amount manufactured by mills adjacent to the city, and owned or operated by St. Louis parties, shows an increase also, as the amount sold by dealers here but shipped direct from country points was largely in excess of the figures for any previous year. Adding the receipts from other points to the city and suburban product, and the aggregate receipts for 1884, were 4,857,777 barrels, while the shipments and local consumption together nearly balanced that figure.

The export movement, which has grown to great dimensions in the past few years, was greater than in 1883, the equivalent of 545,943 barrels having been shipped for export, of which 233,118 barrels went to England; 156,865 to Scotland; 54,696 to Ireland; 73,903 to Belgium; 5,291 to South America; 7,908 to Canada. The movement eastward by rail was 392,700 barrels, against 587,813 barrels in the previous year, while the movement southward increased from 1,634,226 barrels in 1883, to 2,037,919 in 1884. The shipments to Europe were in sacks of various weights, and are reduced to barrels for convenience of reference. The shipments during the first six months of 1885, were 1,305,264 barrels, thus giving promise that those of the year may reach 3,000,000 barrels.

It may be said further of the St. Louis flouring mills that they have all put in rollers of chilled iron or steel, such a thing as an old-fashioned burr stone being now unknown. Indeed the roller mills produce flour at so much cheaper a rate that competition with them is impossible.

GREAT CRACKER BAKERIES.

Allied to the flour trade, or rather a deep channel for the consumption of millstuffs, is the cracker making industry, which of late years has assumed noticeable proportions. This branch of trade employs about \$1,000,000 of capital, and is a means of livelihood for 1,000 bakers and other hands. One of three large bakeries in St. Louis alone consumes 1,400 barrels of flour daily in the processes of manufacture. The brands made here are in favor in all parts of

this country, and within the last year or two a first-rate export trade has been developed. By the new reciprocity treaty with Mexico, the import duty on crackers hitherto exacted is removed, and St. Louis being the nearest point of supply, and producing incomparably the best goods, is naturally the first to feel the favorable effects of the treaty. One of the cracker bakeries here is the largest in the world. The aggregate product of the St. Louis establishments is greater than that of any other city in the Union, and hence deserving of special notice herein.

THE BREWING INDUSTRY.

Elsewhere is presented some detailed information pertaining to the extensive production of the larger breweries of St. Louis.

So largely has this interest developed in St. Louis during the last decade, that only New York and Philadelphia exceed the production of the twenty-three breweries here, Milwaukee, however, being a close fourth in the race for supremacy. The capital invested in the brewing industry in St. Louis aggregates about \$10,000,000, and the product increased from 25,000,000 gallons in 1880, to nearly 35,000,000 in 1884, with prospect, from attainable statistics for the first half of the present year, that the output in 1885 will possibly reach nearly 40,000,000 gallons. The brewing interest pays an internal revenue tax exceeding \$1,000,000 a year in this United States Revenue District.

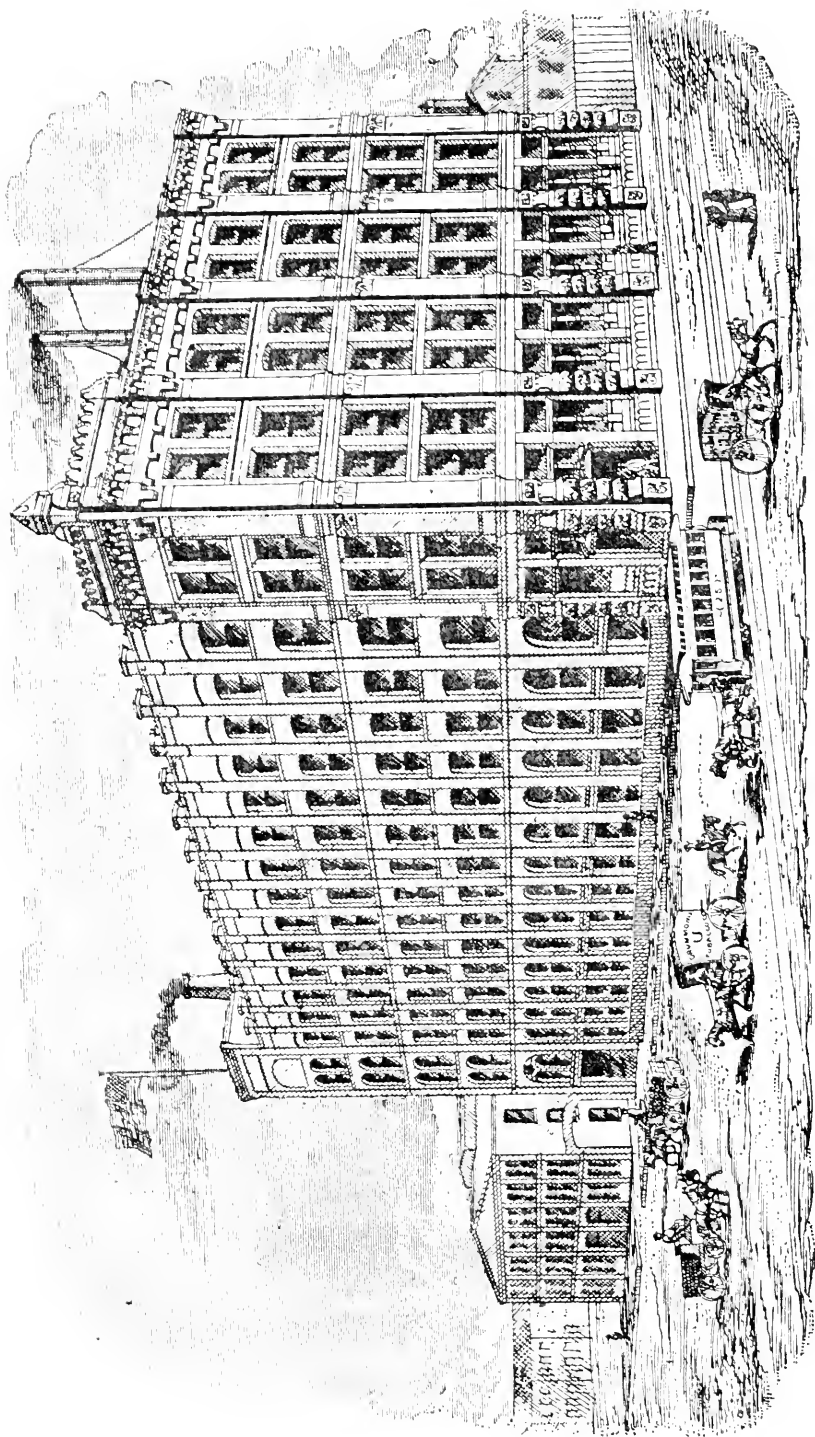
A still more striking illustration of the magnitude of the business is found in the fact that in St. Louis it gives employment to over 6,000 men; that is to say, nearly half that number find work in the breweries, while as many more are employed in such correlative branches as cooperage, malting, ice gathering for breweries, etc.

St. Louis enjoys the pre-eminence of being the only city in the United States whose beer is exported to the five continents of the world. It goes to Africa, Australia, Asia and Europe, and there is no place of any note in North or South America that it does not reach. The amount of business done in bottled beer is something enormous, and it is a branch of the business that originated in St. Louis and has there achieved its greatest growth. About 2,000,000 packages of the bottled product was exported last year. Domestic shipments are made by the larger breweries in their own refrigerating cars; they also own and maintain ice houses and storage warehouses at various points convenient for distribution of the supply. Some of the St. Louis brewers, too, own breweries in other cities, so that the foregoing figures, large as they are, do not represent the total interest of the city in the brewing industry.

THE TOBACCO TRADE.

A review of the tobacco manufacturing interest of the city, from its inception to the date of this review, shows that within recent years it has assumed extraordinary proportions, and furnishes also an apt illustration of the commercial and industrial progress of St. Louis.

The earliest records of commercial facts and conditions in St. Louis, would seem to date the inauguration of the manufacture of tobacco here at about



DRUMMOND TOBACCO CO.'S NEW FACTORY AND WAREHOUSE, FOURTH, THIRD AND SPRUCE STREETS, ST. LOUIS.
(Capacity, 60,000 lbs. Plug Tobacco Daily.)

1817, for a factory was then advertised by Richard & Quarles, as located near the primitive post office of that era, and solitious for business. Nearly twenty years later H. Richards, presumably of the same firm, promulgates a persuasive announcement to the "people of Missouri and Illinois Territories," that he is manufacturing tobacco "nearly opposite Neal's Copper and Tin factory." Precisely the measure of business done by these pioneer factories, and their methods of manufacture, are not disclosed in the narrative of events. The importance of accurate commercial data does not seem to have been realized by the earliest generation of business men; but we may fairly infer that the interest thrived, for a veracious chronicler of 1841 exults over the prospect of a trade "swelling every year into much greater importance."

A year or two later the State encouraged cultivation of the weed, and accelerated development of all the industries influenced thereby, by the erection of a mammoth warehouse covering an entire block on Washington Avenue, which survived the march of improvement along that thoroughfare for thirty years—though not in use for tobacco storage during all of that time—and the municipality co-operated by appointing city inspectors of the product. In 1847, St. Louis acquired the largest tobacco manufacturing establishment in the West. This enterprise had been founded in Glasgow, Mo., in 1837, by Swinney & Lewis, (subsequently Lewis Bros., and the Lewis Company), and upon the transfer of the house to St. Louis a branch was still maintained at Glasgow. Here as elsewhere, slave labor was employed in the manufacture of the products, as also in the growth of the leaf, and so late as 1860, the firm had among its operatives 125 negroes, then considered, from a business point of view, assets of the house; but there were more than twice that many free hands in its service. This house annually produced between 3,000,000 and 4,000,000 pounds of plug and fine cut, which was sold in every State and Territory of the time, besides exporting immense quantities of leaf and strips to Europe. The receipts of leaf tobacco at the St. Louis warehouses, which had previously averaged about 9,000 hogsheads a year, were increased in 1860 to nearly 12,000 and reached by 1864 the enormous, but unusual aggregate of 42,490 hogsheads.

With improvement in manufacturing processes and facilities, production also steadily increased. Capital and resources were applied to the development of the industry, and larger buildings were erected as factories. Thus St. Louis finally became notable as one of the tobacco manufacturing "centers" of the world. From third rank, a few years ago, in extent of production, this market was rated second only to Jersey City, and Newark, and last year (1884) even that district was distanced, notwithstanding the efforts of the Lorillards to maintain precedence; St. Louis thus becoming the greatest tobacco manufacturing city of the world, as well as attaining to high rank as a market for leaf tobacco. As official evidence of this pre-eminence in the United States, the following statistics, gleaned from the seven principal revenue districts of the country, as published by the United States Commissioner of Internal Revenue, are reproduced:

St. Louis	22,631,104 pounds.
Newark, N. J	19,933,420 "
Petersburg and Richmond.....	16,895,457 "
Louisville	8,482,107 "
Winston, N. C	7,754,015 "
Danville, Va	8,234,107 "
Chicago	6,820,800 "
Detroit	6,841,992 "

The year 1884 showed a decreased stock of leaf tobacco everywhere, but less proportionately in this market than in others. The crop in Missouri was the largest in many years—about 20,000,000 pounds; yet the receipts were not proportionately larger, the general depression of the year affecting this interest also. The warehouse stock aggregated 23,023 hogsheads, about one-third of which was received by the manufacturers direct. In the returns to the Collector of Internal Revenue for the St. Louis district, the manufactures of 1884 are thus classified:

Plug Chewing Tobacco	18,488,399 pounds.
Fine Cut Chewing Tobacco	330,137 "
Smoking Tobacco	3,763,226 "
Snuff	49,342 "

Total 22,631,104 pounds.

From the statistics for the fiscal half-year ending June 30th, 1885, it is apparent that St. Louis will this year lead her competitors still further. The government books show payment of taxes on the manufactured product in the St. Louis district during the first six months of the present year as follows:

1885.	Smok'g & Chew'g.	Cigars.	Snuff.
January,	\$166,345.80	8,719.13.....	260.48
February,	160,821.96	8,587.83	252.02
March,	192,724.03	9,505.20	333.40
April,	180,187.43	10,633.95	303.28
May,	167,918.86	10,687.50	280.48
June,	188,084.52	10,176.90	273.68
Totals,	\$1,056,082.60	58,310.51	1,703.34

The tax on chewing and smoking tobacco being eight cents a pound, it thus appears that during the first six months of the year, 13,201,932 pounds were manufactured, and this rate of increase maintained throughout the succeeding months will show the product of 1885 to exceed that of 1884 by about 4,000,000 pounds; but inasmuch as there is usually a larger production in the fall months, it is probable that the proportionate increase over 1884 will be at least 25 per cent.

The revenue paid by the St. Louis manufacturers furnishes the best evidence of the remarkable development of the industry, and officially and conclusively establishes the fact that the city now leads all others in the amount and value of its production. It may here be incidentally mentioned that the month-

ly revenue tax paid by the largest of the St. Louis factories is frequently in excess of that paid by all the Chicago factories combined for a corresponding period. At the time of the reduction of the government tax on manufactured tobacco, a few years ago, the unusual spectacle was presented of entire train loads of the product being shipped at frequent intervals to various parts of the country; at which time also the factories were run day and night at top speed, the hands being worked on the relief system.

Tobacco manufactured in St. Louis may be found in every part of the country. The brands of this city are favorites, not only in the South and West, but in the Eastern States too, where they come in competition with the best of the Eastern factories. The sales from this point are now upwards of \$6,000,000 a year, and the total capacity of all the St. Louis factories is in excess of 25,000,000 pounds annually. From the best statistics, official and otherwise, it appears that, taking the trade as a whole, there are about 300 establishments of all sorts in St. Louis, employing in the aggregate \$3,000,000 of capital, and over 4,000 hands. The cigar making establishments number 276, and the value of their product is over \$1,000,000 a year. Chewing and smoking tobaccos and snuff are produced to the value of \$5,000,000 and over. Within the last few years the manufacture of cigars and cigarettes has greatly increased in St. Louis. This point is a distributing center besides for Southern factors, who keep agencies and heavy stocks in the city at all times. Havana and Key West manufacturers too have heavy dealings in this market.

LEATHER MANUFACTURES.

The tanning industry of St. Louis is growing in importance, but it is rather in special lines of leather manufacture that this market has achieved prominence. In the single product of leather belting, St. Louis has not only made itself known throughout this country, but in foreign lands as well, where the goods, manufactured by a process elsewhere more fully described, are in use in the largest manufacturing establishments of this country and Europe.

SADDLERY, HARNESS, ETC.

As a point for the manufacture and distribution of saddlery, saddlery hardware, harness of all description, and everything pertaining to these branches of the trade, St. Louis is admitted to stand without a rival on this continent, both in excellence of wares and extent of trade. It has been so since this city stood on the frontiers of civilization, and all attempts of other localities to compete in these special lines of manufacture have proven futile. St. Louis manufactured goods are sent by the manufacturers and dealers now to every part of the American continent, both North and South, and to the islands of the oceans, both Atlantic and Pacific, while a demand has also sprung up in Australia, China and Japan. In the prosecution of the business there are, including jobbers, a dozen firms engaged, employing altogether a capital of over \$2,500,000 and utilizing the labor of 1,200 operatives constantly. Through the opening up of trade relations with Mexico, a still greater range is assured for this trade.

BOOT AND SHOE FACTORIES.

While the East, and especially New England, still controls and operates a majority of the shoe factories of the United States, yet, as in the olden time, "wise men have come from the East," and have established western factories that in excellence of product already rival the parent industries, and in extent of trade promise ultimately to eclipse the largest of the eastern establishments.

St. Louis has been especially favored in being chosen as the location of some of the largest and best equipped factories in the West, and having been always a good distributing point for boots and shoes, there are also a large number of jobbing houses here, with extensive business connections and ample resources. As a market for the buyer this has always ranked second only to Boston. The extent and number of houses engaged in the business here causes the most active competition, and that renders it compulsory to cut down the margin of profit to the lowest possible standard. This is felt throughout the entire South and Southwest, particularly where the Chicago and Cincinnati jobbing houses cannot compete at all with this city, while in competition for the Northwestern trade St. Louis is already distancing Chicago. Manufacturing too has so increased that within a short time nearly all the jobbers are likely to become manufacturers, thus rendering the West and Southwest entirely independent of the eastern factories. The St. Louis brands of shoes, where they come into competition with eastern-made wares, are preferred by dealers and purchasers. Factories hereabouts have lately been enlarged and some additional ones built; so that in manufacturing alone a capital of about \$1,000,000 is employed, while the large number of jobbers command resources aggregating \$3,000,000. The trade last year (the seasons being dull) aggregated about \$15,000,000; but at this writing orders are coming in so freely that there is encouragement to hope for a large increase, as the result of the Spring and Fall seasons of 1885, both in territorial extent of trade and number of cases sold.

FURNITURE FACTORIES.

In this branch of manufacture St. Louis attained early prominence; for trade annals record that in 1815 J. D. Russell "carried on a chair factory," and three years later another establishment of the kind occupied a place on Second street. When, about twenty-five years ago, the industry began to assume striking proportions, it required much determination, persistent effort and the expenditure of a very considerable capital to effectively maintain competition with the East; but this was finally accomplished. At present about sixty firms and companies are engaged in this industry in St. Louis, some of them quite largely, as elsewhere set forth, and their handiwork is in large demand throughout the West and South, and to some extent in the East also. About 1500 hands are usually employed in this branch of manufacture, and the value of the annual product exceeds \$2,000,000. The industry has grown somewhat during the year, and the present season is one of even larger promise.

BUILDING MATERIAL MANUFACTURE.

Allusion has been made to the development of that branch of the iron industry pertaining directly to the production of architectural iron. In other branches of manufacture connected with the building trade, and in materials more largely utilized in building, there has also been rapid and extensive development in St. Louis. The past five or six years has been especially notable for the extent and quality of the material made at the various mills, foundries, machine and stamping shops, and brick and stone yards, and for the comparative cheapness of the material produced.

Commenting recently upon this most satisfactory condition of affairs, the *Building Trade Journal*, a recognized organ of that interest, observes that in the one line of brick the St. Louis product is now famous throughout the entire scope of country west of the Alleghanies as the best in quality and cheapest in price, the only element of cost that prevents its being almost exclusively used being the transportation over long distances. This arises, principally, from the fact that, with the solitary exception of the clay lands in New Jersey, there is no other district in the United States that can boast anywhere near such excellent raw material for brick making as the belt of territory surrounding and immediately within and adjacent to the city limits on the west. The consequence of this special advantage has been that the art and business methods of brick manufacture have been cultivated here to the highest possible pitch. Moreover, as the raw material lies right at hand, it has not been possible to afflict this industry with inimical freight discrimination.

With regard to timber and lumber products, the extent of which interest may be more fully realized by reference to the detailed mention of firms and companies operating in this line, St. Louis has always held foremost rank in respect to the manufacture of sash, blinds, doors, mouldings, etc. There has been some complaint in the past that the railroads discriminated against this market in the transportation of soft woods, but nevertheless the trade in this line was not materially reduced, and St. Louis continued to be acknowledged as at once the greatest and cheapest hard wood market in the world. For yellow pine, walnut, ash, oak and gum, it is even the source of supply for Chicago, whose prices are fixed by the market quotations here. Thus, it is obvious that the St. Louis manufacturers who possess the absolute control of prices in this important particular can afford to sell white pine and its products for a narrower margin of profit than her neighbors, the average being maintained by their superior advantages with regard to the hard woods. And, as a matter of fact, this is done, the St. Louis quotations being always as low and in many instances lower than those of Chicago. Moreover, all the fixed charges, as for rent, taxes, fuel and sometimes labor, are constantly lower here than there, while the freights from this city to consuming points over the entire West and Southwest are considerably lower.

Another element which enters largely into the cost of building is glass. In this particular St. Louis is without a rival on the continent, whether as a manufacturing or distributing point. Missouri sand for glass making is famous

throughout the world, the deposits, all within a few miles of St. Louis and immediately adjacent to enormous beds of coal and fire clay, being the purest and most easily worked of any known, either in Europe or America. The consequence is that this manufacture has here grown into tremendous proportions, and the best quality of glass is produced at less cost than in any other city; while the glass importers and dealers of this city have also devoted extraordinary energy and business skill, combined with ample capital, in building up their branch of the business, till it has reached proportions that enable them to supply the outside world, but particularly the West and Southwest, at prices which defy competition.

In combination with glass, various metals enter into building industries, and here the advantages of proximity to iron and lead mines are paramount. Iron in its various shapes, but particularly galvanized iron for roofing, cornices and the like, is produced here cheaper and better than in any city in the Union with, perhaps, the solitary exception of Pittsburg; and even as to that city, our galvanized iron manufacturers compete with and beat the Pittsburg men on their own ground.

In lead production, whether sheet or pipe, or whether in white or red lead for paints, this is also the best market in the country; and so too with oils, for the mills of St. Louis not only supply about one-fourth of the demands of the United States, but ship enormous quantities to Europe every year.

MANUFACTURES OF WOOD, ETC.

Proceeding from the immense lumber trade of St. Louis, above referred to in its relation to the supply of building material, are a variety of manufacturing industries, year by year growing in importance and extent of trade.

The manufacture of carriages and wagons is here carried on upon a most extensive scale. There are several large box factories, planing mills and cooperage shops in great variety; wood carving and turning, picture frame and moulding factories, and like enterprises connected with industries in which wood and lumber play a part, the whole employing millions of capital and thousands of operators.

Nor should it be forgotten that there is no single industry pursued in St. Louis which is so completely in advance of any other of similar character in this country, as the manufacture and sale of wooden and willow ware. Indeed, this city stands pre-eminent in this respect, not only in the United States, but in the world, for in no other city is there anything like the quantity produced or sold. The woodenware business proper embraces tubs, pails, wash-boards, churns, kegs, bowls, axe and pick handles, well-buckets, matches, and every variety of wooden household utensils, while willow ware includes every conceivable thing in the way of a basket. Of late years, however, there have been associated with these, cordage and rope, wrapping paper, paper bags, axle grease, brushes, brooms, flint and green flasks, demijohns, and an almost endless variety of grocers' notions, household hardware, stationery, etc.

NATIVE WINE MANUFACTURE.

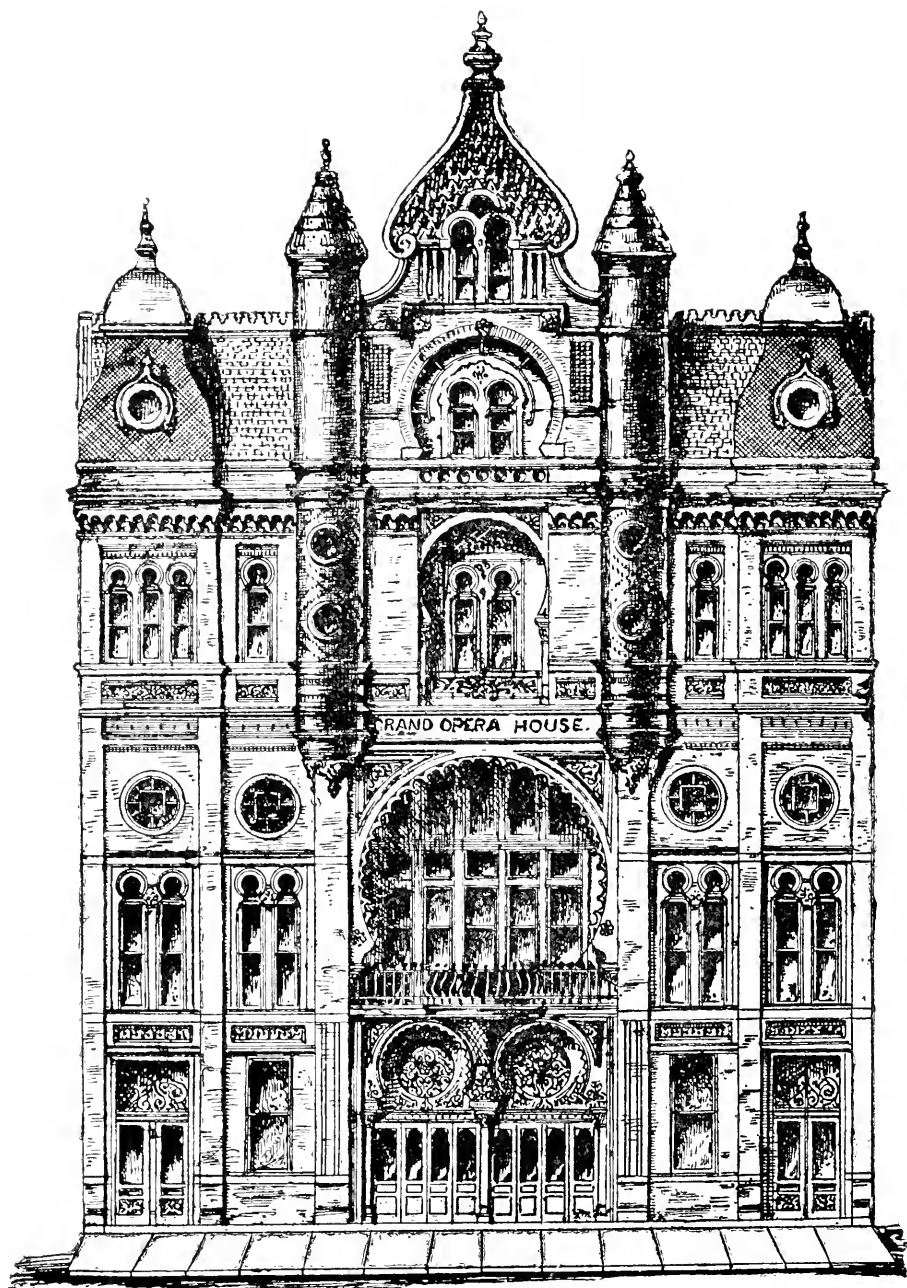
With six varieties of grapes native to the soil and phylloxera-proof, Missouri is rising into repute as a wine-growing State of consequence, and St. Louis as a wine market of importance. The wines made here have an admitted excellence. As expert grape-growers maintain that there are 15,000,000 acres of land in Missouri suitable for vineyards, the opportunities for expansion are practically illimitable. The growth of the trade in Missouri wines is very satisfactory to the manufacturers. One company extensively engaged in the manufacture of champagne here, utilizes yearly from 400 to 500 tons of the choicest grapes, and produces annually over half a million bottles of wine, not one of which is permitted to leave the cellars until it has lain there three years at least, thus acquiring that age which is necessary to the perfecting of the flavor. The product is not only shipped to every State in the Union, but extensively exported also, as many as 25,000 cases having been forwarded to Europe last year.

DRUG MANUFACTURING INTEREST.

With the exception of New York, no market in the country equals St. Louis in extent of manufacture and sales of drugs and chemicals. The territory which gets its supplies of drugs from St. Louis comprises the entire country west of the east line of Ohio, so far south as Mexico and Lower California, and north to British Columbia. The capital utilized in the business here exceeds \$3,500,000, and the annual sales, which increase from year to year, now aggregate about \$15,000,000. The goods manufactured here grow in popularity on account of the continued increase of the skill and experience applied to their manufacture. Besides their stock of standard drugs and chemicals, the St. Louis houses do business also in an immense variety of druggists' sundries, including all descriptions of toilet requisites and other articles for use and ornament known to the trade.

MANUFACTURE OF CLOTHING.

Within the past five years the manufacture of clothing has become an important and constantly increasing industry in St. Louis. Already it has become the chief supply market for the South and Southwest, in jeans and other of the cheaper kinds of ready-made clothing, and is also working up a large trade in these and the finer grades in every direction through the Southern States as far east as Georgia; through all western and southern Illinois, and all through Texas, Arkansas, Missouri, Kansas, Colorado, Utah and the States and Territories of the Northwest and the Pacific slope. The capital employed in the business exceeds \$1,500,000; about 3,500 people find work in the making of the goods, and the aggregate trade is expected to reach fully \$3,500,000 the present year.



A MORESQUE DESIGN.

J. B. McELPATRICK, Architect.

THE MUNICIPALITY.

St. Louis for some years past has been governed under the operations of what is termed the "Scheme and Charter," which confers especial charter privileges and imposes considerable restraint also, in respect to limitation of taxation for municipal purposes. The city is entirely independent of the county, and is, in fact, recognized by statute as a county of itself. The departments of the government are three—executive, legislative and judicial. The mayor and elective department officers and boards constitute the executive; the council and house of delegates, the legislative body—the former elected from the city at large, the latter, one each from the 28 wards—and the judicial system comprehends the Court of Appeals, which also has jurisdiction outside the city; five Circuit Courts; a Probate Court; the Criminal Court; the Court of Criminal Correction and three district Police Courts, besides a number of Justices of the Peace or Magistrates. The elective officers constituting the executive department at the present time, are: Mayor, David R. Francis; Comptroller, Robert A. Campbell; Treasurer, F. F. Espenchied; Auditor, A. J. Smith; Register, D. O'Connell Tracy; Collector, H. Clay Sexton; Marshal, Martin Neiser; Assessor, John J. O'Brien; Coroner, Dr. S. L. Nidelet; Sheriff, Henry F. Harrington; Recorder of Deeds, Thos. F. Farrelly; President Board of Public Improvements, Henry Flad; President of Council (acting Mayor), W. R. Allen; Inspector of Weights and Measures, Andrew Haley.

There are also appointive officers and boards having charge of streets; the water supply; harbor and wharves; public parks; public buildings; inspection of boilers; law department, etc. The Health Department is composed of an appointed Commissioner and a Board. The Police Board is appointed by the Governor of the State, the Mayor being President ex-officio. The heads of the Fire Department are appointed by the Mayor, by and with the advice of the upper house of the Municipal Assembly.

The fiscal condition of the city is excellent and its credit abroad so well sustained that the last issued municipal bonds, though drawing only four per cent. interest, commanded a premium. At the close of the last fiscal year (April 13, 1885), the balance in the treasury was \$865,287.61, although the current expenditure for the year then closed had aggregated \$7,048,443.65. The assessment for the current year will be based upon the following valuation just completed. Real estate, \$177,857,240; personal property, \$28,188,400. But these large sums do not include special assessments for street paving and other improvements of that nature

In the internal administration of the affairs of St. Louis remarkable activity has been shown in the way of public improvements. Not the least has been the adoption of a new system of paving with granite blocks, some west-running streets having, also, been laid with a fine quality of asphaltum, making most excellent boulevards. The total cost of construction with granite last year, was \$493,376.88, of which the city paid \$11,966.25, and property owners \$481,410.13; reconstruction with gum wood, Telford, macadam, etc., \$124,927.49, of which the city paid \$5,345.09, and property owners \$119,582.40. There were 5,203 special tax bills issued, amounting in the aggregate to \$733,104.36. The sum of \$81,144.63 was paid by property owners for the construction of district sewers, and a total of \$51,878.67 was expended for improvements of alleys and sidewalks, of which the city paid \$911.47, and the property owners \$50,967.20. The street department was maintained at an expense of \$1,005,631.32. There are 49.77 miles of public sewers, and 182.37 miles of private sewers now in use, making the total sewerage of the city 232.14 miles. Total cost of public sewers to date, \$3,908,766.04, and of private sewers \$3,013,732.97, making a total cost of \$6,922,499.01.

St. Louis has a very large public park area, second only to that of Philadelphia, covering 2,095.07 acres, the total cost of which has been \$3,782,669.29. The maintenance of this department during the last fiscal year, cost nearly \$50,000.

A larger number of buildings were erected during the fiscal year than for many years previously. The buildings numbered nearly 3,000, and the valuation is thus officially reported: Estimated value of new brick buildings, \$6,583,968; new frame, \$365,446; and for alterations and additions, \$519,538; making a grand total of improvements projected, \$7,568,952.

The fire department and fire alarm telegraph, the maintenance of which last year cost \$480,727.21, has an equipment consisting of 25 steam engines, 5 large chemicals, 6 hook and ladder apparatus, 7 fuel wagons, 162 horses, 7 officers and 243 men. There are on hand 29,000 feet of serviceable hose. The total mileage of the fire and police telegraph is 753 miles. The department is most efficient.

The available police force, mounted and foot, is 532 men, and the equipment includes 75 saddle horses and 16 patrol-wagon teams. The entire cost of the department last year was \$553,084.85.

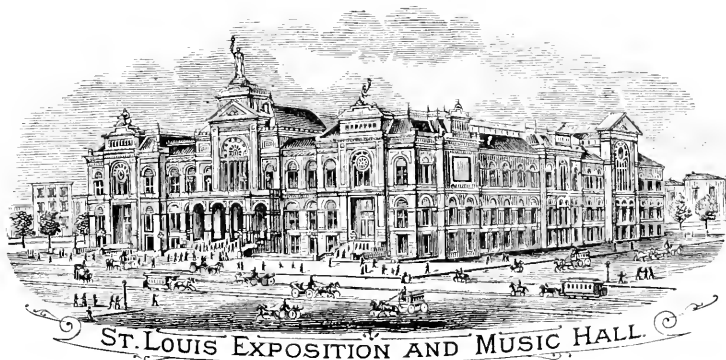
THE PUBLIC SCHOOLS.

St. Louis possesses large and comprehensive educational privileges. The public school system is under the direction of a Board of Education, elected from the twenty-eight wards of the city, and is independent of the city government proper. Besides normal and high schools, there are eighty graded district schools, inclusive of twelve for the education of colored children. The school buildings are generally substantial structures. The property subject to school taxes this year has an assessed valuation of \$207,910,350.

In addition to the public schools, there are over fifty Roman Catholic and

other denominational institutions of learning, exclusive of a large number of academies, convent schools, colleges and universities in the city and vicinity.

Other evidence that arts and literary culture are appreciated in St. Louis, is found in the well-maintained Mercantile Library, the Public Library, Law and Medical Libraries, etc., as well as in the Crow Art Museum, the Historical Society, Academy of Sciences, and numerous other bodies and institutions designed to promote letters, arts and sciences.



ST. LOUIS EXPOSITION.

For many years St. Louis has attracted attention by her unrivaled Fair, which in course of time passed beyond the limits of a district or State exposition, and became known as an annual display of the products and arts and mechanism of the entire Mississippi Valley. Not only did it outgrow any like enterprise in the country, but it actually outgrew itself. Hence it became necessary to separate Fair and Exposition, and while both continue large enterprises they exist independently, though without antagonism.

The magnificent new Exposition Building and Music Hall, which occupies two entire blocks, with principal entrances on Olive Street, was the outgrowth of a popular desire for a down-town central point of exhibition, where all the latest improvements in machinery and mechanical products could be seen. In less than three weeks \$500,000 was subscribed toward the enterprise, and additional sums as needed. The building was erected in time for the Exposition last Fall, at a cost of about \$700,000, and the display, to which all parts of the country contributed, was a large and comprehensive one. The present year the Music Hall was completed, and proves to be admirably adapted to the purpose. The Exposition this fall will comprise a display from foreign countries, as well as the best America can make, and some of the best features of the World's Exposition at New Orleans will be reproduced in their entirety.

The history of Expositions in other cities, in encouraging and developing an interest in industrial display, has been more than paralleled in St. Louis. In connection with last year's exhibit, there were meetings of national organization of manufacturers, all tending to promote the interests of the industrial world.

THE METROPOLITAN PRESS.

No factor has been more potent in advancing the interests of St. Louis and reflecting her energy and commercial enterprise to the world than the newspapers of the city. For some years lying under the imputation of what is called "provincialism" in methods and tone, within the past decade the St. Louis dailies have progressed to an extent entitling them to rank among the best in the higher classification denominated "Metropolitan" journals. In the extent and comprehensiveness of their news presentation, from day to day, they equal the best representatives of the press of New York City.

The leading dailies in St. Louis are the *Republican*, the *Globe-Democrat*, and the *Post-Dispatch*, English papers, and the *Anzeiger des Westens*, *Westliche Post*, and *Amerika*, printed in the German language.

THE REPUBLICAN.

The Missouri Republican has a history contemporary with that of St. Louis, and dating from a period anterior to the creation of the Territory of Missouri. Established in July, 1808, as the *Missouri Gazette*, by Joseph Charless, who had been obliged to fly from Ireland in consequence of participation in the rebellion of 1795, the paper has undergone many changes in its seventy-seven years of publication. In 1827, the late George Knapp, whose name is incorporated in that of the publishing company, entered the printing office of the paper as an apprentice. In ten years he was admitted to partnership in the firm of Chambers, Harris & Knapp, and the paper, which in 1882 had changed its name to the *Republican*, now became a daily. The great fire of '49 destroyed the establishment, but it was rebuilt; and in 1854, the senior member having died and the second in rank retired, George Knapp acquired entire possession. He associated with himself his brother, John Knapp, and also Nathaniel Paschall, who, in early years, had been a partner of the founder of the paper. George Knapp assumed the function of editor-in-chief, which position he held up to the time of his death in 1883. The fiftieth anniversary of his connection with the paper was publicly celebrated by the Merchants Exchange, in 1877. Mr. N. Paschall died in 1866, but the partners having previously formed a corporation, his son Henry succeeded to his interest. The paper, which had been a Whig organ as long as that party existed, became Democratic afterwards, and so remains. The massive and elegant building occupied by the *Republican* was erected in 1873, and is one of the finest in the city. Upon the decease of Geo. Knapp, the editorship-in-chief was conferred upon Mr. Wm. Hyde, who had been an attaché of the paper since 1856, beginning his journalistic career as legislative correspondent at Springfield, Illinois. He had later been promoted through the successive grades to that of managing editor, and was in entire accord with the policy of the earlier owners. Mr. Hyde maintained the distinctive character of the paper, aspiring to have it respected for its age and dignified tone, no less than for the accuracy of its news—hence the popular designation of the paper, and one in which its management took pride, became "Old Reliable." A few months since, Mr. Hyde embarked for Europe, and Mr. Frank R.

O'Neill, formerly city editor, was promoted to the post of managing editor. With the infusion of new blood, the paper has become brighter and lighter in editorial, as well as fuller in its presentation of news happenings.

THE GLOBE-DEMOCRAT.

The Globe-Democrat occupies a field peculiarly its own, and therein is unapproachable. Entirely regardless of expense, the paper procures cablegrams and dispatches from all parts of the world, and maintains special correspondents in every considerable city and town on the continent. The policy of the management is to give all the news attainable from day to day in every quarter. Every other feature of the business is subordinated to news gathering. The paper originated with the *Democrat*, which in turn had succeeded the *Argus*, the *Signal*, and the old time free-soil paper the *Barnburner*. The *Missouri Democrat* was established in 1853 by Wm. McKee and Wm. Hill, and among its editors in earlier times were Gen. Frank P. Blair, B. Gratz Brown, Peter L. Foy, and others of distinction. Originally Democratic—although Mr. McKee was always an opponent of slavery—it became Republican in 1860, supported Mr. Lincoln, and later was a strong opponent of secession measures. In 1857, Mr. Geo. W. Fishback became a partner of Mr. McKee's, and in 1865, D. M. Houser, who had risen from newsboy to book-keeper, was admitted to the firm of McKee, Fishback & Co. So the paper continued in a career of prosperity until 1872, when such differences arose between the co-partners, that, to settle litigation, the *Democrat* was sold to Mr. Fishback for \$457,000. Messrs. McKee and Houser, however, finding retirement irksome, the same year established the *St. Louis Globe*. The rivalry between the two papers was intense, and as the newer grew in strength, the older lost its hold upon popularity, and especially so when Mr. Joseph B. McCullagh took editorial charge of the *Globe*, which soon thereafter absorbed the *Democrat* by purchase, the price paid being \$325,000. The name, after the consolidation, is now that of a journal known all over the Union—the *Globe-Democrat*. In 1879, Wm. McKee died, and Mr. Houser succeeded to the presidency of the stock company. Vigorous business management, backed by spirited editorial policy, have combined to make a circulation for the paper greater than any other in the West. Mr. McCullagh is an incisive writer, and possessed of rare executive ability. As a war correspondent, and as a political writer at Washington, he achieved national celebrity; but as editor of the *Globe-Democrat* he has, if possible, excelled his earlier journalistic record. The paper is a power in national politics, and although soundly Republican is in no sense a subservient party organ.

THE POST-DISPATCH.

This is the most successful afternoon newspaper ever established in St Louis, and, in the view of many readers, the only city journal that fully and satisfactorily presents the local news. The English morning dailies, full to repletion with intelligence of occurrences everywhere else, ordinarily devote little attention to local events, hence the bright and thrifty afternoon paper occupies a field of great usefulness and with marked popular approval. While its history may be

traced back to 1862, and to the *Union*, a very radical Republican organ of that period, yet the *Post-Dispatch* is to all intents and purposes a journal of the present decade. In 1876, Hon. Joseph Pulitzer, its present owner and likewise principal proprietor of the New York *World*, purchased the old *Dispatch*, which was nearly defunct, for \$2,500. A few days later he absorbed the *Post*, a paper established by John A. Dillon, formerly a writer upon the *Globe-Democrat*; and added the *Star* also. The consolidated journal was called the *Post-Dispatch*, but despite the fact that it was ably edited by Messrs. Pulitzer and Dillon, the paper scarcely more than held its own. In 1879 Mr. Dillon retired, and was succeeded by Col. John A. Cockerill, formerly of the Cincinnati *Enquirer*. He developed an aggressive editorial policy, and the city news was also made a special feature under his direction. No unnecessary space was giving to voluminous accounts of foreign affairs, but every topic of interest to St. Louis people was given space.

An energetic corps of reporters contributed much to the enterprise. The people observed, read, admired and subscribed, and the *Post-Dispatch* took rank never before accorded an afternoon paper in St. Louis. It is Democratic in politics, but not to be classed as a party organ. When Mr. Pulitzer purchased the New York *World* and moved to the metropolis, he initiated the same policy there. When Col. Cockerill became managing editor of the *World*, Mr. Dillon resumed editorial connection with the *Post-Dispatch*, and still conducts that paper, under the direction of the proprietor. The city department, still the leading feature, is presided over by John T. Magner, whose staff is composed of the ablest and most energetic reporters in St. Louis. Mr. Pulitzer rose from a very humble sphere in this city, and is a thorough newspaper man himself. He is now a congressman, chosen with great unanimity by a New York district.

THE GERMAN PRESS.

The population of St. Louis being largely composed of Germans, by birth or descent, there are several papers published in that tongue here.

The *Anzeiger des Westens*, edited by Carl Daenzer, and published by a company of which he is president, is a very able and popular morning journal, with especial liking for weighty polemic discussion. Its news department is well conducted and its circulation large. The *Anzeiger* is Democratic politically.

The *Westliche Post* was formerly edited and largely owned by Hon. Carl Schurz; but he is understood to have sold his interest to his friend and partner, Dr. Emil Preetorius, who edits the journal to the entire satisfaction of its readers. The *Westliche Post* is a morning paper, and Republican politically.

The *Amerika* is also a morning journal, owned by the German Literary Society. It is especially representative of the German Catholic interest, and is ably edited by Dr. Preuss, a writer of philosophical attainments. Politically the paper is Democratic.

The St. Louis *Tribune* is an evening paper of great force in the presentation of news. It especially represents the extreme or stalwart wing of the German Republicans.

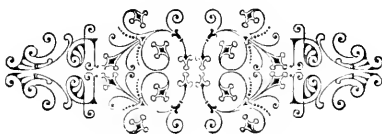
OTHER PUBLICATIONS.

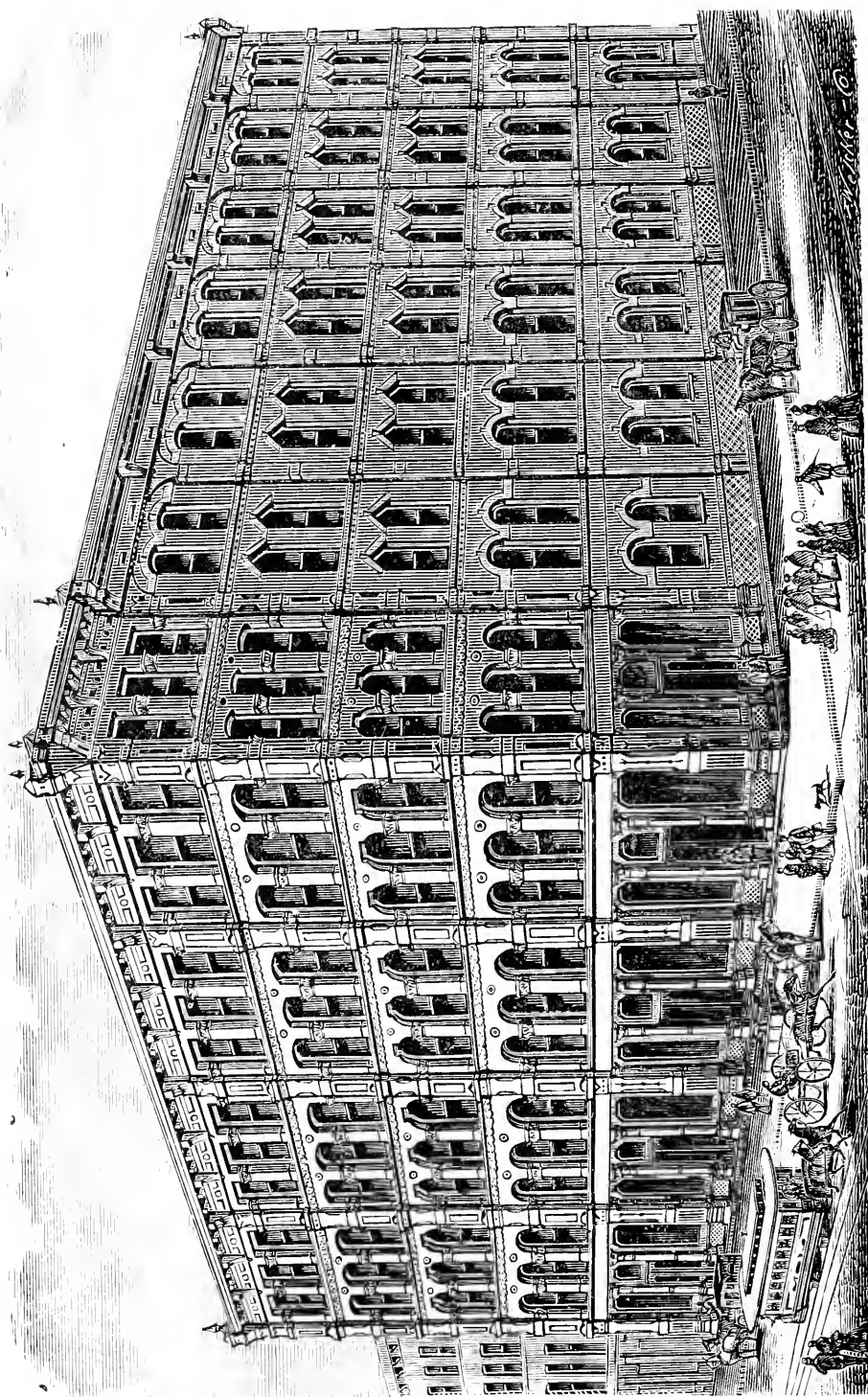
The *Chronicle* is a two-cent evening paper, and was established under the auspices of a company also owning "penny papers" in Detroit, Cincinnati and Cleveland. Its aim is to present all the news in a condensed shape, and for a time it was edited by the late Dr. John B. Wood, the "great American condenser" of the New York *Sun*. The *Chronicle* is nobly battling for a high place in St. Louis journalism.

The French people also have an able weekly, *Le Patriote*, edited by F. J. Seguenot.

Denominational papers are published here in great number, representative of every sect. Medicine and surgery are represented by well-conducted magazines and journals. Society journals, and papers representative of agricultural, railway, school and other interests abound.

The leading trades and industries have their exponents, such, for instance, as the *Age of Steel*, *Leather Gazette*, *St. Louis Grocer*, *Building Trades Journal*, *Stove and Hardware Reporter*, and like meritorious publications.





REPRESENTATIVE HOUSES.

SKETCHES OF LEADING METROPOLITAN MERCHANTS, MANUFACTURERS, ETC.

THE concluding chapter of this work is devoted to a review of the history of a few of the leading mercantile and manufacturing houses, whose aggregate capital and enterprise have so greatly aided in the development of the commercial and trade industries of St. Louis, and in the advancement and perpetuation of her wealth and civilization. Only houses whose reputations are above suspicion have been mentioned; and if the list be incomplete, it is not because of any bias on the part of the editors or publishers. But comparatively few of the large retail houses of the city have a place in this volume, because their interests are merely local, and because the "Industries of St. Louis" is intended for wide circulation, such as would not be justified by their patronage.

CROW, HARGADINE & CO.

Jobbers of Dry Goods and Notions: Corner 5th Street and Washington Avenue.

This establishment has an eventful history, contemporaneous with the record of the trade development of St. Louis. When the late Wayman Crow, who lived until last May, founded this house in 1835, in conjunction with the late Joshua Tevis, of Philadelphia, the business of St. Louis was chiefly confined to the Levee, and communication between this city and the East was by river to New Orleans, thence by sea to New York or river to Pittsburgh, and thence by wagon to Philadelphia and farther East. The time between New York and St. Louis was not less than sixty days, and when a season's goods arrived by boat, it was a civic event. Communication with the interior was even more difficult, and goods were not often paid for within a year or so of their purchase. All the firms in existence at that time in St. Louis had ceased trade relations long before the recent decease of Mr. Crow. The successive changes in the style of the firm were: Crow, Tevis & McCreery; Crow, McCreery & Barksdale; and upon the retirement of the latter, became Crow, McCreery & Co. Mr. McCreery died in 1861, and Mr. Geo. D. Appleton retired the following year, leaving as members of the firm Wayman Crow, the founder, Wm. A. Hargadine, Hugh McKittrick, David D. Walker, and Francis Ely. There were subsequent additions to and changes in the firm, and the style became Crow, Hargadine & Co., which name it still retains. The partners now are Wm. A. Hargadine, Hugh McKittrick, E. J. Glasgow, Jr., S. C. Bunn, J. W. Morrison, J. C. Wilkinson, and E. S. Lewis.

Mr. Crow's business sagacity and energy safely carried the old firm through several trying commercial crises since 1835, and one destructive fire. His business energy and public spirit found recognition in his election as President of the St. Louis Chamber of Commerce for ten years, commencing in 1840, an honor conferred upon no successor in that office. In 1840, and again in 1850, he was elected to the State Senate, and was one of the organizers of the H. & St. Joe, and Missouri Pacific Railroads, also obtaining charters for various educational institutions, including the Mercantile Library. As a patron of art and literature

he liberally endowed the Washington University and other educational institutions, thus donating over \$300,000; and in memory of a deceased son erected the magnificent Art Museum on Nineteenth Street and Lucas Place. He lived to see the house he founded become one of the largest in the West, and to observe its trade increase from \$100,000 to millions a year.

Like the founder, the present members of the firm are distinguished for public spirit and devotion to the commercial interests of St. Louis. Messrs. Hargadine, McKittrick and the others are all identified with corporations, banks and other enterprises tending to promote the business welfare of this metropolis of the Mississippi Valley. The house has several times changed its location with the advance and increase of trade, and has for some years been located, as at present, in a very handsome and imposing structure at the southeast corner of Eighth and Washington Avenue, covering 108x150 feet, five stories and basement, and containing elevators and other conveniences for reaching the vast stock of goods therein stored. A large force of salesmen and other attaches are employed, and the wholesale trade of the house is very extensive throughout the West and Southwest.

HUNTER, EVANS & CO.

Live Stock Commission Merchants: Union Stock Yards, Chicago; National Stock Yards, East St. Louis.

If progressiveness, speed, and all those characteristics that have made American business methods esteemed, merit mention in a work professing to describe the principal industries of St. Louis, then the firm which is the subject of this sketch has claims to that distinction that may not be overlooked. The commission house of Hunter & Evans was founded in 1873 by Col. R. D. Hunter and Capt. A. G. Evans. Mr. M. P. Buel was admitted to a partnership about six years ago. No other change occurred until April, 1885, when Messrs. W. Hunter and T. J. Daniel acquired their respective interests, as appears from the "greeting" issued by the house about that time.

The senior members of this firm have a personality distinct from their every day vocation. Without indulging in buncombe, it may truthfully be said of them that they have done more individually and jointly to advance the interest with which they are connected, and in which they are the foremost figures of the time, than anybody else. Col. Hunter was the moving spirit in calling and in the organization of the first National Cattlemen's Convention of America, which in the fall of '84 assembled in the Exposition building in St. Louis, and which was a most notable body, representing as it did the leading ranch owners and stock breeders of the United States, who control interests valued at two thousand millions of dollars. In recognition of his services, Col. Hunter was made President of the permanent organization, now known as the National Cattle and Horse Growers' Association of the United States.

During the twelve years of its existence the house of Hunter, Evans & Co. has transacted an enormous business, handling an annual average of 70,000 cattle, 100,000 hogs, and 50,000 sheep. Its yearly transactions equal in amount, if they do not exceed, \$5,000,000. Hunter & Evans were the promoters and managers of the first beef canning establishment ever established in St. Louis. The original works, corner of Fourteenth and Poplar, were burned, but were rebuilt near the stock yards in East St. Louis. The firm afterwards sold out its interest, but the present plant, worth at least \$500,000, is a part of their investment and shows the breadth of their ordinary operations.

In addition to their live stock and commission enterprises, Hunter & Evans control an immense leasehold in the Indian Territory which they use for ranching purposes, and on which there are 20,000 cattle. They also own a controlling interest in the Comanche Land and Cattle Company, and the Running Water Land and Cattle Company, which have cattle sufficient to bring the grand total of possessions controlled by them up to 70,000 head, representing over \$2,000,000 of capital.

In April last, as appears from the circular spoken of above, the house opened a branch office in Chicago, and is now able to offer double advantages to its customers by giving them choice of the two principal live stock markets of the world in which to have dealings. To quote the firm's own language: "In opening the Chicago office we do not propose to detract any from the St. Louis house. The relation of the two houses will be very close, and our customers, upon application to either office, will be furnished with any desired information relative to either market. A double advantage offered patrons of our houses is the through billing to Chicago, with privilege of St. Louis, whereby stock may be consigned to us at Chicago on a through rate, and if deemed advisable by the shipper, can be sold by the St. Louis house, thus giving our customers a favorable freight rate, the benefit of any advance in either market, and protecting them as far as practicable against a decline. The change implies increased shipping and market facilities; better values in sales of stock; more favorable freight rates, and better general protection than could otherwise be afforded.

"Our Chicago office will be under the personal management of Mr. M. P. Buel, who for the past five years has so ably conducted the affairs of the St. Louis house. He will also have charge of the cattle department, and will be assisted, both on the yards and in the office, by an efficient corps of yard and office men. Mr Buel's reputation as a cattle salesman, and his successful business career, are points that especially recommend him to the live-stock trade generally.

"Mr. W. Hunter, when not selling cattle on the yards in Chicago, will represent both houses in the capacity of general traveling and soliciting agent. Mr. Hunter is well known throughout the West, Southwest and Northwest, and whether on the yards or in the country he will, at all times, be prepared to render customers any assistance and information in his power. He is also authorized to make liberal cash advances on stock ready for shipment.

"Mr. Wm. M. Parsons, the veteran hog salesman—for years connected with our St. Louis house—will have charge of the hog and sheep departments in the Chicago yards, and with his competent corps of assistants will continue to serve old and new customers. Mr. Parsons will give personal attention to all correspondence relating to the departments under his care, and the trade is respectfully invited to apply to him for information. (Since issuing its "greeting" the firm has decided to retain Mr. Parsons in the St. Louis office).

"Mr. J. T. ("Jeff") Daniel, for many years connected with the firm of Little, Jarvis & Co., will have charge of the cattle department of the St. Louis house; and with an excellent corps of yard men, will extend to our customers the same courtesy and business consideration that has been accorded by this house for the past twelve years.

"The firm has been fortunate in securing the services of the old time range cattle salesman, Mr. Joseph Mulhall, who, for forty years has been prominently identified with the trade and live-stock interests of the West. Mr. Mulhall will have charge of our range cattle department in St. Louis, and his long experience and general ability warrants us in the assurance that our range friends will find in him all the qualities so necessary to the protection of their interests. In 1867 he sold the first range bullock shipped to the St. Louis market; and with a brief exception, has been an active range cattle salesman since that time, handling as many cattle as any other salesman of this market. He will at all times be prepared to furnish any information or service that our customers may desire.

"Mr. Geo. S. Taylor will assume management of the hog department of the St. Louis house; will also have charge of the correspondence of this office, and will always take pleasure in answering all inquiries and cheerfully imparting information of value to our customers."

Sales correspondence and general business management will still be under the direct and personal supervision of the members of the firm.

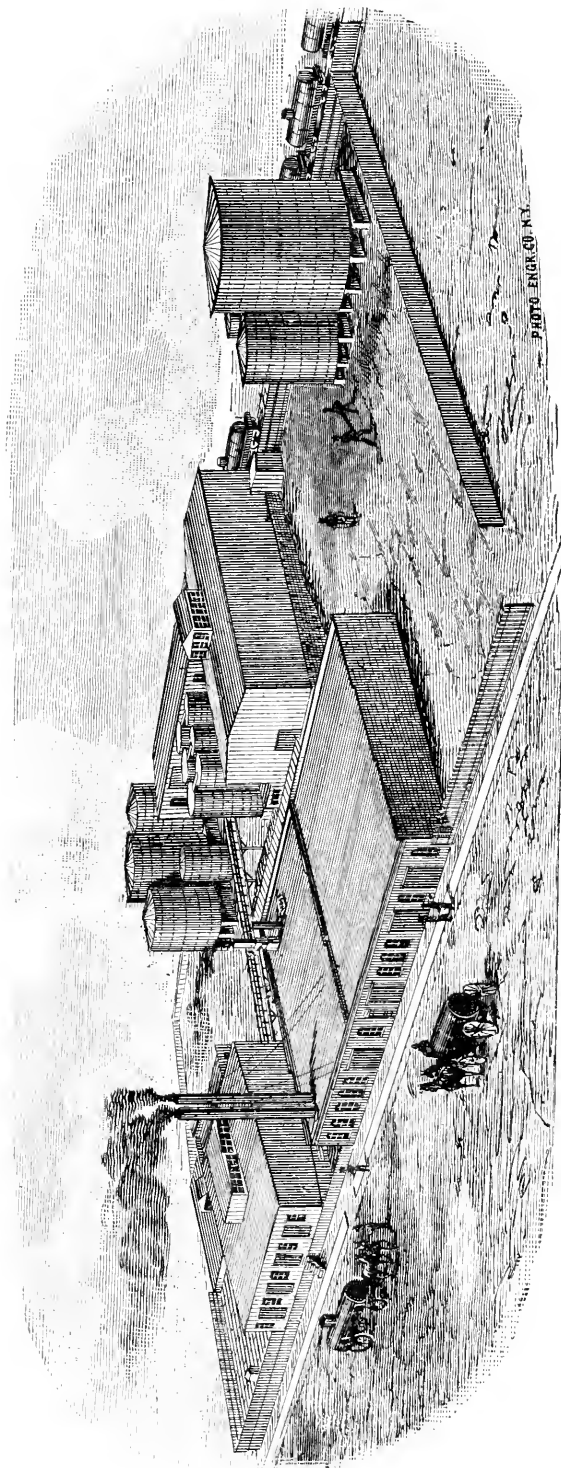
MISSISSIPPI GLASS COMPANY.

Edward Walsh, Jr., President and Manager, St. Louis; E. W. Humphreys, Vice-President, New York; Manufacturers of Rough-Rolled Cathedral Glass, and Ribbed Plate Glass; Factories and Warehouses, Main and Angelica Streets.

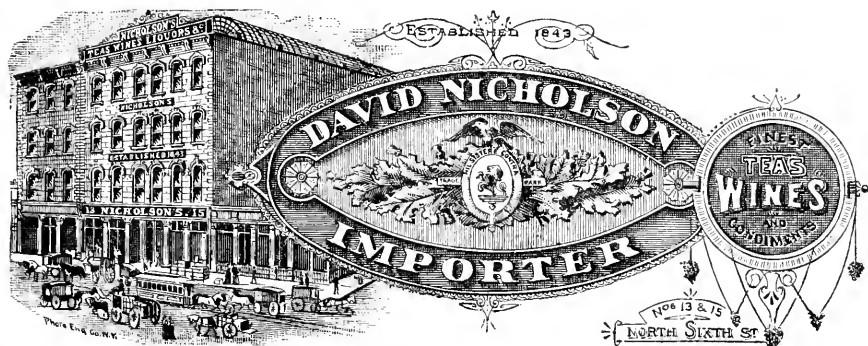
The manufacture and fashioning of glass, especially the finer qualities of plate glass, has become quite a leading industry, employing a very large number of men and a vast amount of capital.

The only establishment west of Massachusetts, however, that turns out rough and ribbed plate glass, crown disc and stained glass, for cathedral, church and house decorative purposes, is that of the Mississippi Glass Company, the subject of this historical sketch. In fact, this and the New England factory are the only two of the kind in the United States; and, by reason of the advantage of location, and the superiority of the sand and lime used here, the St. Louis establishment manufactures better wares, which have been well received from the beginning in every part of the country as far east as Boston, west to San Francisco, and south to the Gulf.

From 1870, the period of its organization here and establishment, up to 1884, the company gave its chief attention to the manufacture of hollow-ware, but last year devoted one factory to this new enterprise. The whole grounds of the corporation cover a space of 400x400 feet, and embrace two factories 100x150 feet each, and several sheds and warehouses. Two boilers are used, and two engines of seventy-five horse-power each, and there are extra heavy rollers and crushers. The capacity of the works is 1,200,000 feet of glass annually, besides the hollow-ware of which 125,000 pieces are turned out some months. In all 250 workmen are employed. The annual business of the company exceeds \$500,000 at present, and under the direction of President Edward Walsh, Jr., who is the resident manager, will doubtless continue to increase in even greater ratio than during the past. Vice-President E. W. Humphreys resides in New York City, and attends to the Eastern business of the corporation.



WATERS PIERCE OIL Co.'s Works.—(See opposite page.)



Scarcely a man, woman or child in St. Louis or its environs is without knowledge of Nicholson's. The name is a trade-mark that has outlasted the long and honorable life of the founder of the house, and promises to live for many generations in association with an establishment everywhere famed, scarcely less for the excellence of its wares than for the magnitude of its trade, and which is not only the largest in the city in the line of fancy groceries, but extends in the wholesale line east to Cincinnati and west to San Francisco.

The house was founded in 1843 by Mr. David Nicholson, and at different periods occupied locations on Fourth Street and Walnut, and on Market, removing to the present location, a four-story building, 13 and 15 North Sixth Street, in 1870. The founder of the house died nearly five years ago, but his estate continued represented in the business in connection with Mr. Peter Nicholson, a nephew of the deceased, who had been admitted in 1856 as a partner of the founder. The establishment continues to be conducted under the time honored name, with Peter Nicholson as managing partner. There are fifty employees, including five commercial travelers.

The house is sole agent for the Anheuser Bottled Lager Beer and for Joseph Burnett & Co.'s extracts, manufactured at Boston, Mass. The sole agency for the United States and British America, for the Nicholson Liquid Bread, also rests in this house. This is a substitute for all alcoholic drinks, and is used by invalids with the most beneficial results, and as a stimulating beverage for nursing mothers. The preparation is commended as healthful, harmless and nutritious by the most eminent chemists in the United States, and is extensively sold throughout the country. In imported groceries, of the finest varieties, the firm is without a rival in largeness of stock and excellence of the wares, such as teas, wines, condiments, etc. Mr. Nicholson was the first merchant in St. Louis to import direct when the Custom House was established here, and is yet the largest importer.

WATERS PIERCE OIL CO.

Works Occupy the Ground between Gratiot and Austin, Twelfth and Fourteenth Streets; Office, 600 North Fourth Street.

The works of this company were established in 1857 by John R. Finlay, under the name of The St. Louis Coal Oil Works. At that time oil was produced at these works from coal brought from Kentucky, under the process used in Scotland for extracting oil from shale. After crude petroleum was produced in quantities, these works were turned into a regular petroleum refinery. The crude oil for their use was brought from the oil regions in bulk on barges down the Ohio and up the Mississippi rivers.

In 1869 the St. Louis Coal Oil Works were succeeded by the firm of H. C. Pierce & Co., and crude petroleum for refining purposes was brought from the oil regions in cylindrical tank cars.

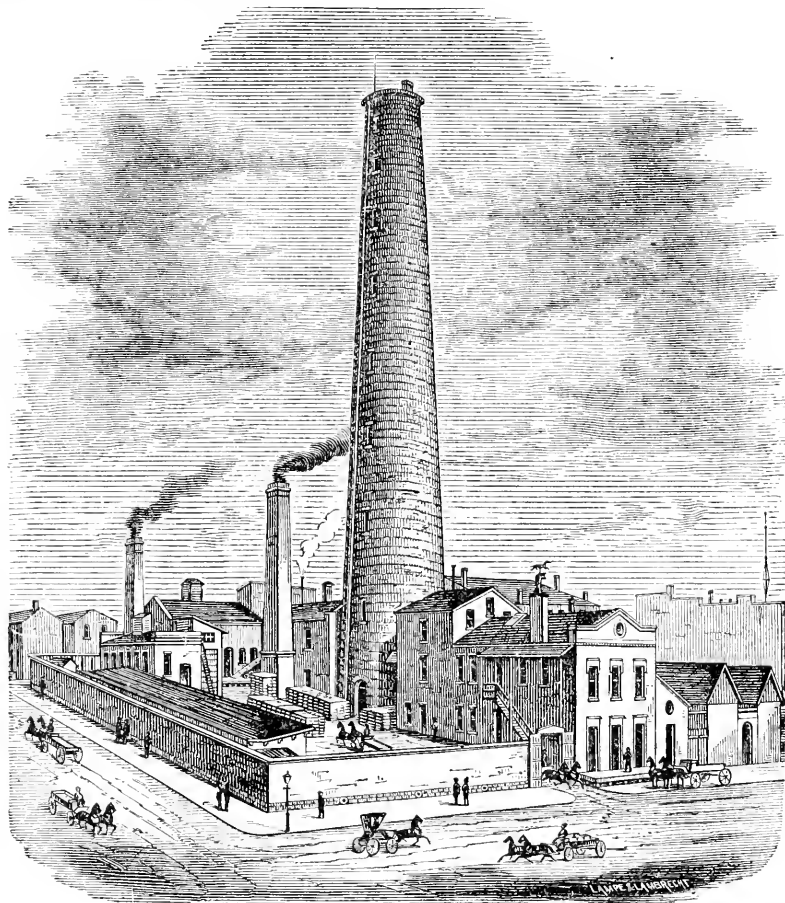
In 1878 the firm of H. C. Pierce & Co. was succeeded by the Waters Pierce Oil Company. This company now supply all the country west of the Mississippi river south of St. Louis, including the entire republic of Mexico. It has branch houses and agents at every railroad point in the territory above named. Shipments are made in car load lots and delivered from depots in quantities to suit the trade. By this means handlers and consumers of petroleum and its products are able to buy from first hands in quantities and in perfect condition, at their own point of business.

A pipe line underneath the river conveys the oil from the East St. Louis works of the company to the St. Louis (city) side.

G. W. CHADBOURNE & CO.

The St. Louis Shot Tower Co.; also Commission Merchants; 100 North Main Street.

The senior member of this firm, Mr. G. W. Chadbourne, has been in the shot manufacture since 1847, and in the commission line since 1857, in which year also the Shot Tower Company was incorporated. He has been the president of the stock company ever since, holding that office at the present time. Mr. E. S. Walton is his partner in the commission house at 100 North Main Street.



The Shot Tower Company employs about thirty-five men, who, assisted by improved machinery, turn out a product which largely supplies the Southern and Southwestern sections. The vicinity of the mines gives to St. Louis advantages over rival manufacturers, so that the product of this city is not only the best but the cheapest, and is so regarded wherever the St. Louis Tower Co.'s wares have been introduced. Messrs. Chadbourne & Walton will be found by intending purchasers to be agreeable, accommodating and honorable business men, who transact their business upon modern business methods, and keep up to the times.

On this page is a view of the tower and works of the company. At full limit their output is twenty-five tons per day. The tower is 186 feet high—more than the tallest steeple in the city. Its diameter at the base is thirty-one feet, at the top seventeen feet, and its casting floor is 176 feet from the water tank. As may be seen by the illustration, it is of brick, and is one of the most striking of the city's industrial monuments.

Besides shot, bar lead and "temper" are manufactured by these works. For the convenience of those who want lead in smaller compass than pig, bar lead is cast by it in five ounce bars, and is sacked in twenty-five pound bags.

SCHULENBURG & BOECKELER LUMBER CO.

A. Boeckler, President; E. L. Hospes, Vice-President; Chas. W. Behrens, Secretary; L. C. Hirschberg, Treasurer; Office and Planing Mill Southwest Corner Tenth and Mullanphy Streets; River Yards, North Market and Harrison Streets; Saw Mills, St. Louis Avenue, in St. Louis, and Stillwater, Minn.

A narrative of energy, perseverance and success is contained in the history of this company. It dates back to 1844, when Messrs. Schulenburg & Boeckeler entered the lumber business in St. Louis with but limited capital, reinforced however by a determination to succeed. The logical result was the securing of so large a share of trade that ten years later, feeling the need of increased facilities, they erected large saw mills in the dense white pine forests contiguous to Stillwater, Minn., and other improvements and facilities as the needs of a still increasing trade seemed to demand.

In 1880 was incorporated the Schulenburg & Boeckeler Lumber Co., with a working capital of \$500,000, and the following officers, who still serve in that capacity: President, A. Boeckeler; Vice-President, E. L. Hospes; Secretary, Chas. W. Behrens; and Treasurer, L. C. Hirschberg. An approximate idea of the vast extent of the interests of the company may be gained from knowledge of the fact that their yards in this city alone, in the aggregate, cover over thirty acres of ground. The river yards between North Market and Harrison Streets, include a large storing of lumber and every facility for handling the same. Their planing mills at Tenth and Mullanphy Streets cover 270x300 feet of space, and two blocks west is a space 300x300 feet for storing Southern lumber, which they manufacture for the trade. The saw mills here, at the foot of St. Louis Avenue, and at Stillwater are supplied with the most modern improved machinery. They send lumber all over the Union, and their product is counted by millions. Thus their annual sales of lumber aggregate over 50,000,000 feet; of shingles 30,000,000, and of lath over 15,000,000; the entire annual product being valued at \$1,250,000. Of the employees of the company, who number over 1,000, nearly half work in St. Louis; about 400 in the mills in Stillwater, and 200 on the river. Speaking somewhat more in detail, it may be said that they supply the trade with well assorted and classified seasoned lumber in the rough, or dressed and matched; also shingles, lath, cedar posts, sash, doors, blinds, etc., in endless variety.

Of the officers of the company, their success for forty years is the best criterion to judge by. President A. Boeckeler is a director of the German Savings Institution. E. L. Hospes, the Vice-President, resides in Stillwater, Minn., and cares for the interests of the company at that point. He is also a director in the Mississippi River Logging Company, operating on the Chippewa river, and is connected with several other business enterprises North. Mr. Chas. W. Behrens, the Secretary, is President of the St. Louis Manufacturing Company, and a director therein.

THE INLAND OIL COMPANY.

Cincinnati Manufacturers of Railway, Mining and Machinery Oils, Tallow, Greases, etc.: George W. Gunnison, Manager St. Louis Branch: 411 North Third Street.

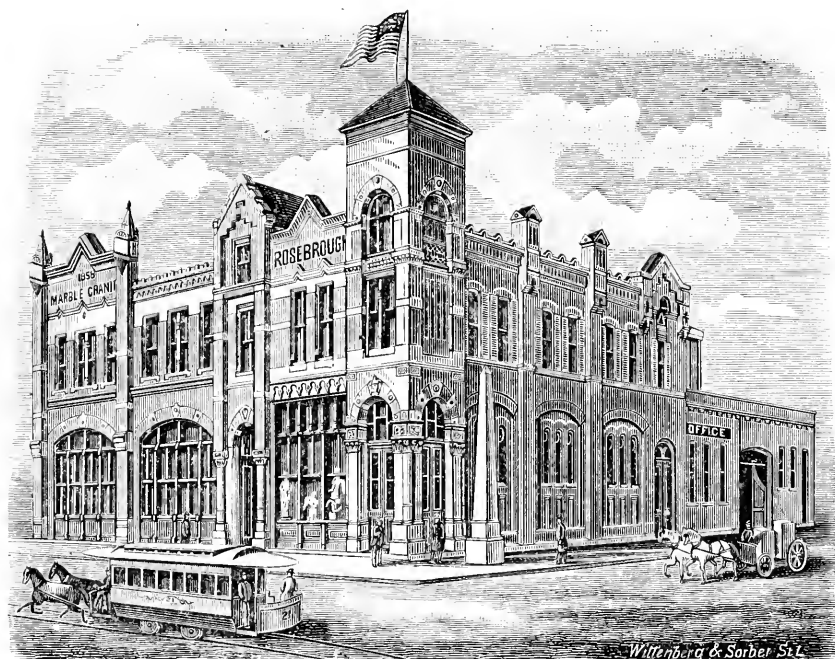
The St. Louis branch of the Inland Oil Company of Cincinnati, has nearly as much importance in the oil markets of the West as the parent establishment. Its immense trade with Denver and the mountain mining districts, together with its most excellent railroad patronage throughout the Northwest and Southwest has been largely developed in recent years. The factory here has constant employment for thirty-five men. The bulk of the shipments from hence are by barrel in car load lots, but for the mountain traffic case packages are the rule, that being the handier method for those sections.

The home concern was established in Cincinnati about the year 1865, by the firm of A. Gunnison & Co. Incorporation was resorted to, to expedite affairs in 1879, with A. Gunnison as President; R. T. Miller, Vice-President; and G. W. Hamilton, Secretary and Treasurer. The rapid growth of the trade from St. Louis is largely due to the management and business tact of G. W. Gunnison, who will impart any information concerning prices, etc., and who will be pleased to treat with oil customers in any part of the West, South, North and Northwest. Shipments can be made direct from the company's West Virginia wells, from Cincinnati, or from St. Louis, as may be most convenient for the purchaser. The Inland Company's "Tropic Cylinder Oil" is a rich, fatty, non-acid, twenty-four degree specific gravity, and 650 degree fire test oil. Its "Lone Star" family safety oil is one of the most popular of illuminating brands. To the company's "Polar Grease No. 1" trial orders are invited and satisfaction is guaranteed. They manufacture also all kinds of illuminating and lubricating oils, greases and tallowes, etc., etc., for railway, mining and machinery uses, and their trade is with the largest railroads and mining companies, and dealers generally. All communications directed to their office will receive prompt and courteous attention.

R. L. ROSEBROUGH SONS.

Marble and Granite Works: 1926 to 1932 Olive Street.

This largest house of its kind in St. Louis and in the West has a history quite interesting from a trade standpoint, and instructive as well. The old fashioned idea that this industry required merely old sheds in which to operate, and that the visitor must pick his way over chipped stone and other obstructions in order to reach the workman or to view his handiwork is here shown to be fallacious, and the massive and magnificent establishment of R. L. Rosebrough Sons is not only in its exterior an architectural monument and an ornament to a leading thoroughfare, but in its interior arrangement is as neat, artistic, and beautiful as one of our dry goods establishments or a studio devoted to exhibition of art. The accompanying illustration of the office salesrooms and manufacturing department is accurate. It is needed only to add that the space covered is 73x109 feet, and from forty to fifty designers, draughtsmen and other skilled workmen are constantly employed.



The house was founded in 1858 by the late R. L. Rosebrough and his son J. W. Rosebrough. The old shop on Broadway was but 35x15 feet, with walls nine feet high. How different from the establishment now, and for two years past, occupied by the firm! In 1866, the senior Rosebrough died, and the son, J. W. Rosebrough, and his sons, now compose the firm. Since 1858, when the elder came from Illinois, though originally hailing from Kentucky, the Rosebroughs have been in no other business, and they have so developed it that they fill orders for cemetery work from all parts of Missouri and South, not only to the Gulf but beyond it, for they also do business in the city of Mexico. Exclusive attention is given to cemetery work, and they cut more inscriptions than all other houses in their line in St. Louis combined. Of their wares it is only necessary to say that the best of Italian and American marble and the Westerly granite—the very best quality of that enduring stone—are cut and fashioned most artistically. The range of designs is wide, and the same is true of prices, for the house can supply the most elaborate mausoleums, monuments, or the humblest headstone, according to the desire and means of the purchases.

The house, too, is in a special sense a St. Louis institution, and not merely a resident agency of eastern establishments, as many places of the kind are in western cities. An examination of the choicest works of memorial art in Bellefontaine, Calvary and other cemeteries that adorn and beautify the environs of St. Louis, will disclose that much of the finest work emanates from the establishment of R. L. Rosebrough Sons.

THE SOUTHERN WIRE COMPANY.

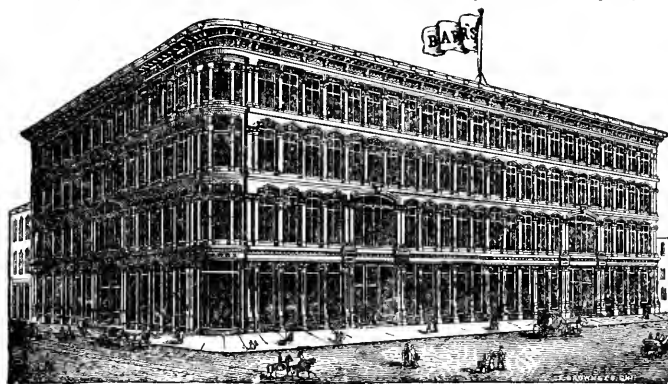
J. W. Gates, President; Wm. Edenborn, Vice-President; C. H. Rowe, Secretary; A. Clifford, Treasurer; Manufacturers of Steel Barbed Fence Wire, Plain Wire of all kinds, Staples, etc.:
Office and Salesroom, 805 North Second Street; Factory,
Twenty-First and Papin Street.

In December last, the old Southern Barbed Wire Company and the Missouri Barbed Fence Company consolidated under the name heading this paragraph. That combination is of sufficient importance in an industrial way for conspicuous mention in a publication like this, which is intended to describe the leading enterprises of St. Louis in 1885. The authorized capital of the consolidated Southern Company is \$50,000, which is all paid in, besides about \$200,000 more employed in the business; heavy sums, but indications of extensive transactions, which impression is verified by a view of the company's works, situated on Papin Street near the line of the Missouri Pacific Railway. Something like 450 men are employed therein. This company's trade lies mostly to the westward of the Mississippi river.

THE WM. BARR DRY GOODS CO.

Wm. Barr, President; Joseph Franklin, Vice-President and General Manager; Geo. M. Wright, Secretary; Dealers in Dry Goods, Furnishing Goods, Boots and Shoes, Housekeeping Goods, etc.:
Sixth, Olive and Locust Streets. Established, 1849.

St. Louis is entitled to the pre-eminence of having the largest retail dry goods store in America, in the establishment of the Wm. Barr Dry Goods Company. Originally founded in



1849, under the name of H. D. Cunningham & Co., Mr. Wm. Barr being the junior of the firm, the house, five years later, became Barr, Duncan & Co., Messrs. Franklin and Berkin of the present company being connected with it. In 1868 it became Wm. Barr & Co., and so remained up to 1873, when it became a corporation under

the name of the Wm. Barr Dry Goods Company; the stockholders being Wm. Barr, the President; Joseph Franklin, Vice-President and General Manager; and C. H. Berkin. The capital stock of the company has been \$800,000, but from the surplus accumulated earnings was recently increased to \$900,000. The aggregate trade of the corporation, which extends to all sections, is somewhat in excess of \$2,000,000 a year.

The original store was on Fourth and Olive Streets; later, on Fourth Street between Vine and St. Charles; and in 1880, the establishment removed to the magnificent building erected especially for the company, on Sixth, Olive and Locust Streets. This mammoth stone front, four-story and basement edifice is believed to be the best appointed, as well as the largest store of the kind in the United States—covering 230 feet front on Sixth Street, by 140 on Olive, and 130 on Locust, the building is most eligibly and conveniently located. A fifty horse power engine is used, with two passenger and one freight elevator, and the dynamo machinery and apparatus used in connection with a perfected system of electric lighting are very extensive and complete. The business is divided into thirty-two departments, such as silks, dress goods, millinery, dress-making, house furnishing, underwear, shoes, etc., and in all about four hundred salesmen, salesladies and others are employed in St. Louis.

The company has an Eastern office in New York, in which city President Wm. Barr resides. This especially facilitates direct importations and Eastern purchases. Mr. Berkin also resides East, at Newark, N. J., but has not taken active part in the business for some years. The entire management therefore devolves upon Mr. Franklin, the Vice-President and General Manager in St. Louis; but being possessed of executive and administrative ability of the highest order, he is able to supervise, without apparent effort, every detail of the business. The system which obtains in the conduct of the store is marvelous in its per-

fection. A country order department and the speedy checking system practiced in the store may be cited as examples. The country order department has proven so satisfactory to purchasers from the interior, who order by mail, that it constantly increases in extent of territory and in the pecuniary volume of the transactions. The house also has its own printing department, and advertises largely. Mr. Franklin is a director in the State Savings Bank and is prominently identified with a variety of public enterprises. He was among the foremost in the grand street illumination last year, and the Barr Dry Goods Company's display was a magnificent exhibit at the Exposition. Visitors to St. Louis regard the store as one of the leading attractions of the city and are courteously permitted an inspection of it.

THE ANCHOR LINE.

St. Louis to Vicksburg and to New Orleans; John A. Scudder, President; Theo. C. Zeigler, Secretary; Isaac M. Mason, Superintendent; John W. Carroll, Freight Agent; Office on the Wharfboat, Foot of Chestnut Street.

The thoroughness of the Mississippi river steamboat service is proverbial. Speedier rail routes have absorbed some of their patronage, but the elegance, comfort and complete facilities of the river packets still attracts its fair share of the passenger traffic. The steamboat business is not less prosperous than of old, and the five magnificent craft of the St. Louis and New Orleans Anchor Line are still the model river boats of the world. Says an account which was published of them sometime since: "The highest point of progress in inland navigation has been reached, and is illustrated in such boats as the 'City of St. Louis,' the 'City of Baton Rouge,' and others of their class. The speed, safety, economy and accommodations, both for freight and passenger transportation, of these boats is unrivaled. Railroads have their uses, but no such comfort, or luxury rather, is possible upon the rail as is furnished by these floating palaces of the great waterway."

The Anchor Line Company has twelve steamboats running regularly on the Mississippi, and three relief boats — five between here and New Orleans, six between St. Louis and Vicksburg, and one from St. Louis to Grand Tower, Ill. The following run to New Orleans: The new "City of Natchez," built by the famous Louisville builders, the Howards, put in service in May last, and proven by the trips already made the finest boat now on the river. Her commander is the Mississippi celebrity, Capt. Horace Bixby, who was Mark Twain's tutor in river lore, and who is credited with having furnished the renowned humorist with material for some of his best tales. The great author is said to have made a trip with Bixby, just before writing his last book, in order to revive recollection of old times on the Mississippi.

The "City of St. Louis," Capt. Dan Able, a veteran of the river service; the "City of Baton Rouge," with I. H. McKee in command; the "City of New Orleans," Capt. A. J. Carter; and the "City of Bayou Sara," Capt. Wm. Baker, are the other four. These commanders are reckoned as the most experienced and expert navigators of the river.

Between here and Vicksburg the company has running: the "Belle of Memphis," Capt. Geo. Baker; the "City of Cairo," Capt. A. S. Lightner; the "City of Vicksburg," Capt. Harry Keith; the "City of Providence," Capt. Geo. Carvelle; the "Arkansas City," Capt. Henry Brolaski; and the "Commonwealth," Capt. Geo. Vickers. The Grand Tower packet is the "E. C. Elliott," Capt. Geo. W. Lennox.

The Anchor is the only passenger line running South now. It is the largest freight and passenger line on the river. The company is a consolidation of the St. Louis and Vicksburg Anchor Line and the St. Louis and New Orleans Anchor Line, which consolidation was effected in July of 1883, with John P. Keiser as President. The officers at present are: John A. Scudder, President; Theo. C. Zeigler, Secretary; Isaac M. Mason, Superintendent; John W. Carroll, Freight Agent. Mr. Scudder was president of the two lines before the consolidation, with the exception of a year spent by him abroad. Superintendent Mason has held that office since January last. He was formerly Sheriff of St. Louis. Mr. Zeigler has been with this line since its establishment; he has been eighteen years altogether in the steamboat business. Capt. Carroll is an old steamboatman; he has been agent for different companies running out of St. Louis, and has been with the Anchor Line since it was first organized.

Boats of the Anchor Line leave St. Louis for St. Joseph, Rodney, Waterproof, Natchez, Bayou Sara, Baton Rouge, and New Orleans, Wednesdays and Saturdays at five o'clock p. m. For Cape Girardeau, Cairo, Memphis, Helena, Greenville, Arkansas City, and Vicksburg, Tuesdays, Thursdays and Saturdays at five. The "Elliott" for St. Genevieve, St. Mary's, Chester, Wittenburg and Grand Tower, every Tuesday, Thursday and Saturday. The New Orleans line makes connection on the passage at Arkansas City with L. R., M. R. & T. R'y for Pine Bluff, Little Rock and Hot Springs, Ark.; Memphis, with M. & C. R. R. and Louisville roads for Eastern points; Cairo, with Illinois Central. Through and round trip tickets and freight rates are given at all points tributary.

The Anchor line agents are Cairo, Thos. W. Shields; Memphis, Tenn., Adrience Storm; Vicksburg, Miss., E. C. Carroll; New Orleans, La., J. B. Woods. The scale upon which this line is operated, may be imagined from the fact that each boat has about sixty hands.

THE HYDRAULIC PRESS BRICK CO.

E. C. Sterling, President; H. W. Eliot, Secretary and Treasurer; Office, Turner Building, 304 North Eighth Street.

This company, recognized as the largest manufacturer in its line in the United States, by a product nearly twice as great as that of any company outside of St. Louis, was incorporated in 1863, but the business had been established some two years before that time, and was run by the Sterlings, one of whom is now President of the company. The capital stock of this company is \$600,000. The territory in yards and clay banks owned by it amounts to about 125 acres of ground. The annual business is between \$600,000 and \$750,000. The employees at some seasons will number 600. The output varies according to the times, but may



be put at 60,000,000 common and 10,000,000 pressed brick per month. Of the common brick the entire product is used in this city and its vicinity. Of the finer and ornamental grades the larger part is shipped throughout the Western country from Canada to Texas, where it is much in vogue.

This company manufactures molded and ornamental bricks by its own processes in great variety. Some sixty or seventy styles can be furnished at any time. The cost of this material is so reasonable as to make this style of architecture the fashion at present. This company also controls the Union Press Brick Works, this and the Hydraulic Company being practically operated as one. The capital stock of this company is \$200,000. Its output is about 20,000,000 brick a year. E. C. Sterling is the President; G. W. Simpkins, Secretary and Treasurer. This brief sketch, with the accompanying illustration, gives a fair idea of the resources and facilities that this concern has to supply the building trade of the West.

The illustration gives the reader a good idea of the artistic appearance of this material when used for household decorative purposes. It is at once artistic and in the largest sense possesses a utility rare in ornamental work; and especial superiority over non-fire-proof material, which so often adds to the destructiveness of fire in private residences.

THE E. M. SAMUEL & SONS COMMISSION CO.

Web, M. Samuel President; E. E. Samuel, Secretary and Treasurer: Rooms, 25 and 26 Gay Building, Third and Pine Streets.

The E. M. Samuel & Sons Commission Company succeeded by incorporation to the business of the house of E. M. Samuel & Sons in March last. The old house had been in existence for twenty years, E. M. Samuel, father of the principals in the company, having been its founder. He has been dead a number of years, but the house has been a power and an influence in this market ever since its foundation and to the very date of this narrative.

The house is a strong one. It has capital and resources, and a patronage which is the growth of years, the East, South, the West, and a particularly fine local traffic contributing to its transactions. It is a house which buys and sells and ships on its own account as well as on commission, and which does also a heavy option business. Mr. Web, M. Samuel, President of the company, has been Director, Vice-President, and President of the Exchange, and is an authority upon speculative and grain matters. The Samuels are all natives of Clay County, Mo., and were bred to this line from their youth.

BEMIS BRO. BAG COMPANY.

J. M. Bemis, President; Stephen A. Bemis, Secretary; Bag Manufacturers: 104, 106, 108 and 110 North Main Street.

This pretty trade mark is that of the Bemis Bro. Bag Company, which was incorporated in May last as successors to Bemis Bro. & Company. The house was first established in 1858



by Bemis & Brown. Bemis Bro. & Co. succeeded that firm. The Bemis Bro. Bag Co. has houses in Boston, Minneapolis and St. Louis, from which fact an estimate of its business may be obtained. It is one of the oldest in its line, having been one of the earliest here to go into bags exclusively. On June 9th last, the house issued the following addresses: "To our Friends:

"We have the pleasure of announcing that in order to further improve the facilities for conducting our largely increased business, the members of the firm of Bemis Bro. & Co. have incorporated under the style of Bemis Bro. Bag Co.

"Thanking you for the many favors received during the past twenty-seven years, we solicit their continuance, and shall endeavor to merit a still greater number, by the improved service now offered. Yours very truly, Bemis Bro. Bag Co."

THE MARINE INSURANCE CO.

James A. Bartlett, President; John T. Davis, Vice-President; Samuel G. Kennedy, Secretary; Chartered 1837; Fire and Marine Insurance: 321 North Third Street.

Age is a valuable asset in an insurance company. It indicates stability; for an institution that has weathered the storms of the sea of commerce for nearly half a century is certainly rock-rooted and mountain-buttressed. The oldest company of its character in this city is the Marine Insurance Company of St. Louis, which was chartered in 1837, and has ever since done an extensive business in fire and marine underwriting. Chartered under the same name in that early period of insurance history, it first had a capital of \$300,000, half paid up, but in a few years the unpaid portion was remitted to the stockholders and the capital fixed at \$200,000, all paid up, at which figure it remains. In 1849 the company was burned out of its old home, and lost its earlier records, but those of date since 1850 show an increase yearly in the business done, not only in the city where the company chiefly operates, but in Chicago and other cities where branch offices are maintained. The forty-eighth annual statement shows the company on January 1st, 1885, to have had a surplus, as regards policy holders, of \$236,800. The assets aggregate \$261,596.20, including \$181,600 in stocks and bonds, and the liabilities were merely nominal.

The officers of the company are old and well-known business men of St. Louis, and capitalists. President Bartlett is also a director in the Continental Bank, and Vice-President John

T. Davis is a member of the well-known and leading wholesale dry goods house of Samuel C. Davis & Co. Secretary Samuel G. Kennedy is an expert underwriter and very popular in insurance circles. The instalment department, in charge of Manager B. C. Barnum, is a progressive feature, and confined entirely to the insurance of farm property, private dwellings in towns, churches, schools, etc. The directors and stockholders of the company are among the most opulent of our business men, and the executive officers are enterprising and experienced.

The directors of this company are: C. S. Greeley, of Greeley-Burnham Grocery Co.; R. P. Hanenkamp, of R. P. Hanenkamp & Co.; John T. Davis, of Samuel C. Davis & Co.; H. W. Hough; Jas. A. Bartlett; W. H. Chick, Vice-President of Bank of Kansas City; Hugh Rogers, of Hugh Rogers & Co.; Conrad Fath, of Fath, Ewald & Co.; A. O. Grubb, of Cole Bros. Commission Co.; E. C. Meacham, of E. C. Meacham Arms Co.; Geo. S. Edgell, of St. Louis Bolt & Iron Co.; Joseph W. Goddard, of Goddard, Peck & Co.; and Samuel G. Kennedy.

PHILLIPS, WOOLMAN & TODD.

Manufacturers and Jobbers of Boots and Shoes: 614 Locust Street.

In its present form, this house has had an existence dating only from the beginning of the current year, but each of the members of the firm has been connected with the West-

ern boot and shoe trade, and with the leather interest in general for several years. The senior of the new firm, John Phillips, was, for ten years, of the house of Phillips, Grant & Co., shoe manufacturers here. Mr. J. H. S. Woolman was for years the senior of the firm bearing his name, that operated the Rock Springs Tannery; and Mr. G. W. Todd was for three years connected with the house of Todd, French & Co. in the same line, and prior to that with Claffin, Thayer & Co.

With their extended experience in the trade, the members of the new firm have every prospect of doing a large and profitable business; indeed, their trade thus far this year has been a highly successful one. They control exclusively a very complete and popular line of ladies' and misses' sewed shoes manufactured in St. Louis, and employ a corps of six traveling salesmen, who are already visiting patrons with samples of fall wear and sending

in numerous and large orders. In the large development of the Western shoe trade centering in St. Louis, Phillips, Woolman & Todd share largely.



WHEELER, JAMES & CO.

Live Stock Commission Merchants: Union Stock Yards.

Messrs. R. T. Wheeler, C. James and J. S. McKinnon have been associated together as the firm of Wheeler, James & Co., for the sale of live stock on commission, since 1882. Mr. Wheeler will be remembered by those in the trade as formerly one of the firm of Cash, Stewart & Co. in the same line of business. Mr. James was, before this partnership, with Dugdale & Co. He is an old trader and cattle man, who came here long ago from St. Charles County. Mr. McKinnon has been a buyer and shipper of stock to Eastern markets for years.

Mr. James is the cattle and sheep man of the firm. Mr. Wheeler attends to the hog sales, and Mr. McKinnon looks after the outside affairs generally, besides supervising the office work.

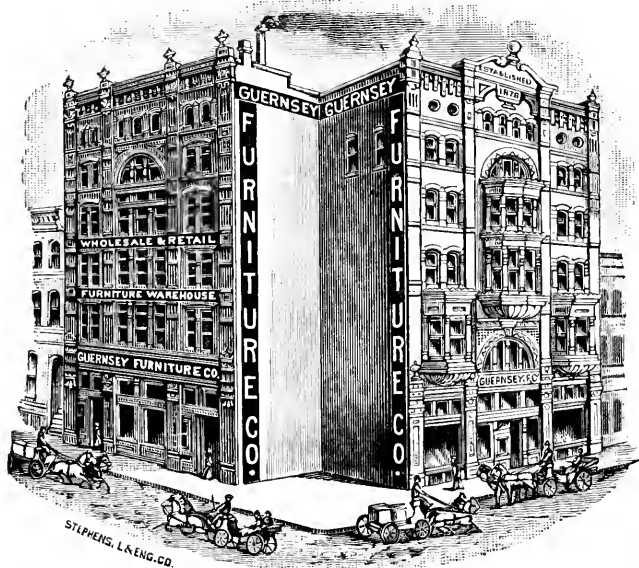
This firm handles about 500 car loads of stock monthly. They receive from all quarters, but mostly from the Northwest and Southwest. The bulk of the sales made by them are for city use. Most of their Eastern shipments are of hogs and sheep. They sell more hogs than other stock. The business of the firm may better be estimated when it is understood that the five or six hundred car loads of stock per month passing through this firm's hands is, really, of cattle, eighteen or twenty to the car, value about \$600; sheep, ninety to one hundred, same; hogs, sixty to seventy, \$450 to \$500. The gross sales of each are about equal in value.

The amount of this firm's business shows how it is esteemed by shippers.

THE GUERNSEY FURNITURE CO.

D. W. Guernsey, President; Cyrus Jones, Vice-President; C. R. Scudder, Secretary and Treasurer; Manufacturers of Parlor, Bedroom and Dining-room Sets, Odd Pieces, etc.: 304 to 308 Locust Street; 321 to 323 North Third Street.

The Guernsey Furniture Company occupies one of the handsomest and most noticeable buildings in the business section of St. Louis, in this respect displaying those characteristics



that have made the house one of the first rank in this vicinity. This establishment was founded in 1878 by the firm of Guernsey, Jones & Co., to whom the stock company is successor. The new premises have been occupied by the house since November of 1883, and the incorporation dates from 1881. The premises, besides being striking from an architectural point of view, are also spacious, the six floors and finished basement having a surface area of 43,000 square feet.

The Guernsey Furniture Company does business upon methods of its own. It supplies consumers direct, making no sales to

dealers. The advantage this plan is to purchasers can readily be seen. It employs no travelers, but maintains connection with its patrons by means of catalogues, 5,500 of which have been distributed by it throughout the United States in the past six years. Its 4,200 customers live in nineteen States of the Union. A specialty is made by it of the furnishing of the houses of wealthy patrons who can be suited by the Guernsey Furniture Company better than by any other concern here located, because particular attention is given that line of trade. Amongst the many fine houses which have been furnished by it throughout this section, the following are notable: The Executive Mansion at Jefferson City; the Lindell Hotel (refurnished); the Planters; the addition to the St. James; the grand residence of Mrs. Strawn, at Jacksonville, Ill.; and the Randolph mansion, Decatur, Ill.

The Guernsey Furniture Company handles also the full line of office furniture, suitable for doctors, lawyers, etc. Many of its goods are made from Boston designs, and are of Eastern manufacture. Mr. Guernsey, the President of the furniture company, is also Vice-President and Manager of the Guernsey & Scudder Electric Light Company of St. Louis, and is besides a stockholder in the Mather and Guernsey Cattle Company of Wyoming Territory. Mr. Jones, Vice-President, has lived here about ten years. He is one of the firm of Bryan, Son & Jones, oil merchants. Secretary Scudder also has an interest in the Guernsey-Scudder Light Company. The Guernsey & Scudder Electric Light Company is a new corporation, but one that is making excellent headway. Its plant is upon the same premises with the Guernsey furniture establishment, and many of the neighboring business houses have availed themselves of the opportunity to obtain cheap light, by connecting with its apparatus. Mr. Scudder is its President; Mr. Guernsey, Vice-President and Manager; and Mr. Clarence Parker, Secretary and Treasurer. This company has attained to distinction in the trade by adopting modern principles of doing business, and it has been successful because it has applied to the conduct of its affairs, speed, spirit, and thrift as well as capital and resources.

The stained glass windows and terra cotta ornamentation of the Locust Street front of the Guernsey building indicate the artistic tastes of the principals in the company. And in this respect the edifice is in harmony with the industry conducted within its walls. Some idea may be got from the illustration on this page what its merits are, though at best but a faint one, because the size of this page is inadequate to a fairer representation of these striking features.

CHEROKEE BREWING CO.

F. Herold, President and Treasurer; Theo. Herold, Jr., Secretary; Jacob Loebbs, Superintendent; Brewers of the Renowned "Herold's Superior" Bottled Lager Beer; Brewery, Cherokee Street and Iowa Avenue; Branch Office and Depot, 413 and 415 Chestnut Street.

This enterprise established itself in St. Louis in 1867, under the name of the Herold & Loebbs Brewing Company, the parties in interest being F. Herold and Geo. Loebbs. But in 1883 Mr. Herold bought out his associate and incorporated under the present name, his son,

Theo. Herold, Jr., becoming a stockholder and secretary of the new corporation, and Mr. Jacob Loebbs, who was also given some stock, the superintendent of the brewery. Mr. F. Herold, the President, retains the chief interest.

The brewery and other buildings cover an entire block; the main building being 200x175 feet, and two stories high. In addition to three boilers and engines, having a total of an hundred horse power, there is machinery of modern adaptation connected with the bottling department. Forty to fifty hands are constantly employed. The renowned "Herold's Superior" bottled lager beer, ale and porter in casks is the product of this brewery; but the company a few months since began bottling and also manufacturing ale and porter, and half-and-half, and has already developed that specialty to a surprising extent. In all, the company bottles three to four hundred dozen a day, and is the only establishment of the kind west of Chicago. Ten to twelve wagons and forty horses are daily employed in delivering the product in the city. The celebrated Herold Malt Extract is here manufactured for the Richardson Drug Co., sole agents for the same in the United States and Canada. Two additional large ice machines are being erected at the brewery, which has three commodious cellars forty-five feet under ground.

Before coming to St. Louis and buying the brewery, President Herold was engaged in the grocery business at Mascoutah, Illinois. His enterprise has been shown in enlarging the brewery and its product; and in this effort he has been ably seconded by his active and energetic son, the secretary of the company.

DEHNER-WUERPEL MILL BUILDING CO.

A. Dehner, President; E. Wuerpel, Secretary; Manufacturers of Shafting, Gearing, and General Machinery; Importers of and Dealers in Belting Cloth, Belting. Erect and Furnish Flour Mills, Elevators, Breweries, Malt Houses, etc., etc.: 1611 to 1617 South Third Street.

In narrating the history of manufacturing enterprises, with their extensive machinery and apparatus, it is well to note the business career of those who make the machinery, in all its adaptability and application to manufacturing industries. "You observe," said a New England manufacturer to Thackeray upon the occasion of the great writer's visit to America, "you see how perfectly we work this machinery, how smoothly the looms run. It's the triumph of genius." "Say, rather," rejoined the observant visitor, "that the machinery itself is a triumph of genius. The man who made this motive power and gearing and pulleys is rather to be honored than he who merely puts in practical operation the devices of another." And so it is.

Many of the flour mills and other manufacturing enterprises in this city and tributary territory have been supplied with machinery by the Dehner-Wuerpel Mill Building Company, a very successful corporation having extensive works, 50x125 feet, and three stories high, at 1611 to 1617 South Third Street. The establishment was founded in 1875, by Mr. A. Dehner, a practical mill-wright, and a couple of years later it was incorporated under the above name, Mr. Dehner becoming President; and E. Wuerpel, Secretary; the latter being also a practical mill-wright. An average of from fifty to seventy-five skilled hands are employed, and

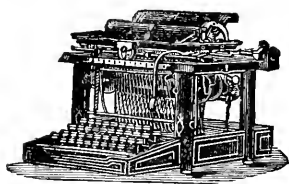


a majority of these are sent out from time to time to put in shafting, gearing and general machinery, including storage and platform elevators, mill and brewery equipments, etc. The company also imports and deals in bolting cloth, belting and the like, furnishes plans and contracts for erection or repair, or alteration of mills, factories and works in general. The supplying of flour mills with Charles Huber's bolting system is made a specialty. The principal mills, breweries and malt houses in St. Louis and tributary cities and towns have been fitted with machinery by this company, but its work is not limited to any special locality or section, its reputation for thorough and durable work being such as to encourage orders from a considerable distance at times. Indeed, St. Louis, through this company, has acquired quite an extended reputation for mill furnishing, and the building of machinery is rapidly growing into a vast and important industry in this trade centre.

THE REMINGTON STANDARD TYPE-WRITER.

Wyckoff, Seamans & Benedict, Sole Agents: 308 North Sixth Street.

Every manuscript page of Printer's copy for this book was run off on the Remington type-writer. That instrument is rapidly supplanting many of the ancient methods of book-making. It has been sold in this market for about ten years and has stood the test of time.



The Fairbanks Scale Company were for a time the agents here for it, but the agencies in the different cities of the country are now managed by the firm named in the headlines to this account. Mr. Fred. Sholes is manager for them here. The house here has charge of the district included in Missouri, Southern Illinois, Arkansas and Kansas.

The Remington type-writer is manufactured by E. Remington & Sons, at the Remington Rifle Works, Ilion, N. Y. The Remington Standard has now been before the public over ten years; it has been subjected to every conceivable test; some of the machines sold over ten years ago are still in use and doing good service, and wherever it has been tried as an experiment, it has been retained as a necessity.

A volume greater than this could be filled with indorsements by St. Louis patrons of the Remington. Several firms here are now using as many as twenty of these machines, after having given other machines a trial and found them unfitted for rapid and reliable work. It will pay any one who has much writing to do to investigate the Standard type-writer, a machine that absolutely takes the place of the pen, doing all that can be done by it, and in one-third the time.

THE COLLINS BROTHERS DRUG COMPANY.

W. H. Collins, President; Lewis E. Collins, Vice-President; S. R. Nelson, Secretary; Wholesale Druggists and Manufacturers of Proprietary Medicines: 420, 422, 423, 424 and 425 North Second Street.

Established in 1845, this is now the oldest drug house in St. Louis. The amount of its annual sales, about \$1,000,000, shows it also to be one of the largest. The original founders still survive in the management, and still conduct it, although a change of its designation has been made by incorporation, on the same enduring and approved mercantile principles, thrift, energy and progressiveness, that developed out of a small and insignificant beginning, a strong, a stable, and a respected house, respected as much for its fair, open and square methods as for its capital and resources.

This house makes a specialty of the proprietary medicine line as well as general drugs, manufacturing largely some of the most popular remedies sold in this country. Amongst these are Dr. Jackson's Root and Herb Cordial, Dr. Jackson's Penetrating Liniment, Dr. Jackson's Liver Pills, Dr. Jackson's Worm Syrup, Dr. Jackson's Wild Cherry and Lungwort, Dr. Jackson's Blood and Humor Syrup, Dr. Jackson's Eye Salve, and that most efficacious medicine which has a greater sale than any other intended to effect the same purpose, and which has an almost world-wide popularity and reputation, Collins' Ague Cure. Dealers are allowed sixty days, five per cent. off for cash in thirty days, and freight on assorted lots of \$200 worth of these medicines.

This company occupies buildings on opposite sides of North Second Street, at the numbers given above. As an illustration of the extent of the industry which Collins Bros. control, it may incidentally be mentioned that they have employed 100 men, whose aggregate salaries are probably \$1,000 per week. In recent years concerns of this nature have multiplied, and many nostrums are sold, that if not absolutely injurious, are positively valueless. The fact that Collins Bros. preparations are standard with practitioners is sufficient to remark as to their merits.

A. KRIECKHAUS & CO.

Dealers in Hides and Tallow, and Commission Merchants for the Sale of Leather, Fur and Wool
Nos. 410 to 414 South Main Street.

This firm is at present the oldest house handling hides west of the Mississippi river. They are probably better known throughout the West than any house in that line of business. Established in 1854, they have by honorable and prudent management gained a reputation that has secured them a large number of shippers, many of whom have been dealing with them for over a quarter of a century.

Their principal business is in hides and tallow, but they also handle large quantities of furs and wool. They have, in connection with their warehouse on Main Street, a number of houses in the outskirts of the city, where they receive the green hides and tallow from the city butchers.

They are careful and conservative, as is best illustrated by the fact that during the thirty years that they are in business their paper has never been dishonored, nor have they ever asked for any extension.

Mr. A. Kriekhaus, the senior of the firm, is an old citizen, and has in various ways identified himself with public interests. He was a member of the City Council for ten years, and during two years its president. In 1878 he was chosen as one of the thirteen Charter Commissioners who framed for the city of St. Louis a charter, which has since served as a model for many other cities. The practical civil service reform contained in it is mostly Mr. Kriekhaus' work. He has also been a member of the Board of Charity Commissioners, and is connected as director with several insurance companies for nearly twenty-five years.

JAS. F. EWING.

Agent for the Salt Association of Michigan and Michigan Dairy Salt Co., and Dealer in Foreign Salt;
105 North Third Street, Merchants Exchange Building.

The Salt Association of Michigan is a powerful combination of the salt manufacturers of that State, which includes all the producers of the staple of any note doing business there. At least ninety-eight per cent. of the salt prepared for market in Michigan is controlled by this association. The association has branch houses in Chicago, Milwaukee, Duluth, Toledo, Cincinnati, Louisville, Nashville and Buffalo. The home office is at East Saginaw, Michigan. Some idea of the immense trade enjoyed by this company can be got from the figures showing how the production has increased. In 1860, Michigan made 4,000 barrels of salt; in 1884, 37,000,000. The Michigan Association had an exhibit at the New Orleans World's Exposition that was much remarked.

The St Louis branch house was established in 1881. Since Mr. Jas. F. Ewing has taken charge (1881), the buyers of this vicinity can purchase direct from the manufacturers, thus saving the wholesaler's and middleman's profit. Mr. Ewing has been connected with the association, as a member, since 1881 only, but he has been handling and manufacturing salt for fourteen or fifteen years, and is consequently posted in the trade. He attends to the company's patronage in Kentucky, Mississippi, Alabama, Southern Illinois, Missouri, Kansas, Colorado, Arkansas, Tennessee, Texas, and the Indian Territory. He will be found by intending purchasers to be a most agreeable and courteous gentleman to treat with. The Dairy salt manufactured by the Michigan Dairy Salt Company is said to be equal to any in the world for butter and cheese purposes.

ST. LOUIS STEAM HEATING AND VENTILATING CO.

A. W. Benedict, President; D. M. Fitzgerald, Vice-President and Superintendent; Jno. D. Ripley, Secretary and Treasurer; Heating by most Approved Methods, Stores, Residences, Churches, and all Public Buildings; 221 Olive Street.

This is a corporation organized but a few months since, and the outgrowth of a demand for the more extensive application of the steam heating principle to stores, residences and public buildings. The advantages of this system of heating are obvious, and are emphasized in the devising of most efficient and economical apparatus and the employment of the most skilled labor in its behalf. With ample capital, practical experience, the employment of the most modern methods and improvements, this company enjoys the best facilities for conducting the business in a most extensive and thorough manner. The specialty is the heating of all classes of buildings by steam, and this is the only house in the West devoting its entire attention to this growing interest. The premises occupied by the company are 20x80 feet, and among the wares handled are the Bundy Steam Radiator and the

Joy Boiler, which are already being extensively pushed by the establishment. Estimates, plans and specifications are furnished for all the approved methods of steam heating and ventilating.

The executive officers of the company are of long experience in their special line of business, and among the leading architects and builders their work is generally approved and highly endorsed. For hygienic and other reasons, it is incumbent upon householders to see to it that the heating and ventilating of their residences is properly done. This may be effectually accomplished by dealing with the St. Louis Steam Heating and Ventilating Co.

RICE, STIX & CO.

Jobbers of Dry Goods: New York; 13 and 15 White Street; St. Louis, S. E. Corner Fifth and St. Charles Street.

This house, with several other strong establishments of that section, came here to do business from Memphis soon after the memorable yellow fever epidemic of 1879. The re-



moval of this establishment in particular was of especial benefit to the St. Louis business community, for it brought here pushing, active and spirited tradesmen with ample capital and resources to found a great house, for such it was from the start.

The principals in this house are Henry and Jonathan Rice, B. and D. Eiseman, and Wm. Stix. The house stands in the lead of the dry goods market. The management is, and has been since the location here, a little ahead rather than merely abreast of the times. Such has been the expansion of its trade in the past five years that sales annually equal if they do not exceed those of any house here.

A million dollars worth of goods is carried in stock, and 140 employes are retained, twenty of whom are travelers. The house has no specialties, selling the whole line of dry and furnishing goods and notions to a patronage in the South, Southwest and North, the bulk of it in eleven states, that need not now be enumerated. The original establishment was made in Memphis in 1862. The conduct of the house there, as here, was business-like and beyond cavil.

SPEER, JONES & CO.

Manufacturers of Fine Machinery Oils, Greases, etc: 708 and 710 North Main Street; Branch in Kansas City.

When Mr. A. A. Speer first ventured in this line, at 121 Vine Street, some eight years ago, it was in a most modest fashion. If he then went to dinner, or was called away on business, he was compelled to lock up his little place because he had no employe. But application and business tact soon brought him patronage, and later on the assistance of a partner, Mr. C. J. Selden, established the struggling concern on a more enduring basis. Selden & Speer were succeeded in 1881 by A. A. Speer & Co., the "Co." being N. L. Upson, of Parkersburg, West Virginia, who in turn retired in 1882, Mr. Geo. P. Jones acquiring his interest some months afterward. The business had been steadily progressing during all this time. From Vine Street removal was made to 615 North Main Street, where a fire proved but a temporary distress. The house has been at the situation indicated by the above headlines since December of last year.

Messrs. Speer & Jones had each a wide acquaintance before their co-partnership. Mr. Speer, after his arrival here in 1869 from Washington City, was for a time with A. A. Mellier in a responsible position. Mr. Jones has been in oil now for upwards of twelve years. It will thus be seen that each has most excellent qualifications for trade pursuits. Their Kansas City branch (located at 1308 Union Avenue there) has been remarkably successful. Four traveling men are in the service of this house. The annual business transactions of the St. Louis house are at least \$150,000. Special prices made for special lots. Sample orders welcomed.

THE MERCANTILE AGENCY.

R. G. Dun & Co., Proprietors; C. B. Smith, St. Louis Manager: 204 North Third Street.

The following, as most accurately describing the subject of these paragraphs, is republished from a recent account of R. G. Dun's Mercantile Agency:

"After the commercial revulsion of 1837, it was found necessary to adopt some plan by which wholesale dealers could promptly and correctly post themselves regarding the standing of the retail dealer, and to Judge Lewis Tappan, of New York City, we are indebted for the admirable system now carried on by R. G. Dun & Co. Commenced by him in 1841, in the City of New York, it has been carried on uninterruptedly by his successors under the styles of Lewis Tappan & Co., Tappan & Douglas, B. Douglas & Co., Dun, Boyd & Co., Dun, Barlow & Co., and R. G. Dun & Co., and in Canada as Dun, Wiman & Co., the changes in style being necessitated simply by the retirement at successive periods of members of the firm."

It seems almost superfluous to explain the purpose and utility of the Mercantile Agency. The great majority of bankers, jobbers and manufacturers know its aim and great benefits; but there are a large class of dealers in the country who do not thoroughly understand the system and its object, and therefore it is admissible to explain that its intention is to photograph as clearly as possible the local impression every business man has made in his own community as to character, capacity and capital, and to put the information thus gained in an intelligible and accessible shape for the guidance of those who dispense credits. The universal use which has been made of its reports shows what an assistance it has been to commercial traffic.

The mercantile agency possesses vast stores of information, which are constantly drawn upon by 30,000 subscribers, and the credits of the entire country are decided mainly upon its reports. This firm expends fully \$3,000,000 annually in its efforts to gather and make the most reliable information. Its reference book is issued four times a year—in January, March, July and September. These books contain the names of merchants and traders of every description, banks and bankers everywhere, and ratings which at a glance approximate their net worth, general credit and standing. In its offices are on record detailed reports giving the past history, the present financial and moral status of merchants, bankers and traders, which subscribers can obtain upon application. The daily sheet of changes contains all failures, dissolutions, suits, mortgages, etc., occurring throughout the country; and this feature is alone worth more than the amount charged for the annual subscription.

The St. Louis branch of this agency has a force of nearly 100 employees. A printing and publishing department is not the least important of its facilities. This branch has been established here about thirty-five years. Mr. C. B. Smith, the Manager, was ten years Assistant Manager with Mr. King, two years Assistant with Mr. Scranton, and has been Manager himself for two years. He has been with R. G. Dun & Co. for twenty years altogether. Mr. Smith has charge of a district which includes a large territory in Southern and Central Illinois, all of Missouri except a few counties near Kansas City, all of the Indian Territory and a portion of Northern Arkansas. The St. Louis branch, like all the others, has a thoroughly-appointed collection department attached to it. Mr. Smith will be pleased to treat with all parties desiring collections made or information imparted.

THE CHRISTY FIRE CLAY CO.

Calvin M. Christy, President; F. A. Bushey, Secretary and Manager: Mines and Works, Intersection of Gravois and Morgan Ford Roads: Office, Southeast Corner of Eighth and Chestnut Streets.

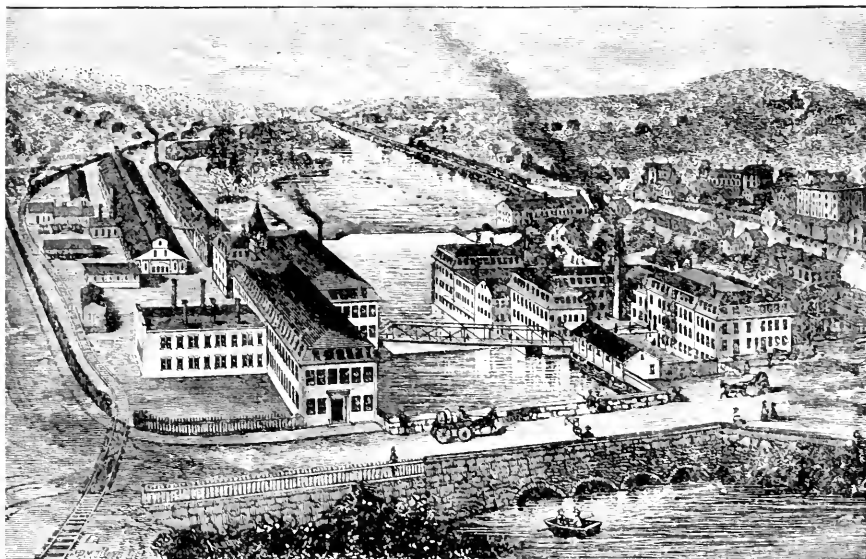
The works of this company were first operated by Wm. T. Christy about the year 1857. The incorporation dates from 1881. The capital stock of \$100,000 is all paid up. About 300 acres of land where the mines are situated are owned by the company. Something like 100 men and boys are on its pay roll.

This company makes a specialty of preparing clay for glass makers' pots and crucibles. They do not make fire brick. At one time the glass manufacturers used only imported clays for their processes, but now they prefer the Missouri material, and have shown especial favoritism for those of the Christy Co. Only a small portion of the clay at the mines is used for these purposes, the balance going to parties making fire brick. That which is used for glass-making materials is carefully refined before being marketed. Shipments of it are made most largely to the East, but a large trade is also done with the North and Northwest, so far away even as Toronto and Montreal, as also with Ohio, New York, Indiana, Pennsylvania, Kentucky and Maryland consumers. The principal products of the works as has been intimated are: fire clays, raw, burnt and ground for glass-house pots, crucibles, retorts, etc., and washed clay.

THE NEW HOME SEWING MACHINE CO.

Principal Office and Factory, Orange, Mass. Export Office, 30 Union Square, New York City.
St. Louis Branch House, Corner Ninth and Olive Streets, J. B. Carpenter, Manager.

This excellent sewing machine, which is said by those in whose households it is used to combine not only all the excellences of other first-class machines, but many special features and advantages that none others possess, has long been a favorite in St. Louis, but never so extensively as at present, under the capable and energetic management of Mr. Carpenter, the resident representative of the company.



The New Home is manufactured at Orange, Mass., about 800 hands being constantly employed in the factory, and the perfection of the machine is established in the fact that out of 600,000 machines made and sold, less than one hundred complaints have been received from purchasers. The export office of the company is at 30 Union Square, New York, and branch houses are maintained at Chicago, San Francisco, Atlanta, Dallas, Texas, and in other leading cities. The territory supplied by the St. Louis branch house includes Southern Illinois, Missouri, Kansas, Mississippi, Arkansas, Nebraska, Colorado and Utah, Idaho and Wyoming Territories, and sub-branches are maintained at Kansas City and Atchison. Outside of these latter points, and this city, the St. Louis house sells only to dealers, and in St. Louis fifteen wagons are constantly employed delivering the "New Home" to customers. Mr. Carpenter, the St. Louis manager, though but recently sent to take charge of the house here, has had many and successful years' experience in this line elsewhere.

THE D. R. FRANCIS & BRO. COMMISSION CO.

D. R. Francis, President; S. R. Francis, Vice-President; W. G. Boyd, Treasurer; W. P. Kennett, Secretary. Rooms 18 to 21, Gay Building, Opposite the Chamber of Commerce.

As the Mayor of St. Louis, the senior member of this firm has attained to a prominence not often achieved by one of his years, but as one of the most active operators in the grain market, he was already pretty well known when he was chosen to office. He had been Vice-President and President of the Merchants Exchange, and was foremost in such public measures as the Mississippi improvement scheme, and matters looking to the extension of the grain and commercial interests of the city.

The D. R. Francis Commission Company is an incorporation of recent date, which succeeded to the business of D. R. Francis & Bro. That house was founded about ten years ago by the present Chief Magistrate of the city. S. R. Francis has been a resident of the

city and a partner with his brother for about eight years. Mr. Francis, the elder brother, began his mercantile career here as a clerk with Shryock & Rowland at the age of seventeen. He is now President of the Union Elevator Company, and has investments in the Laclede Bank and various other enterprises.

The house deals with all the grain growing and consuming sections. It does a heavy option and commission business. It has a branch in New Orleans, run under the commercial designation of the "Gomila-Francis Mercantile Co.," with D. R. Francis as President; Breedlove Smith, Vice-President; S. R. Francis, Treasurer; W. P. Kennett, Secretary; and A. J. Gomila, Manager.

Mr. W. G. Boyd, Treasurer of the D. R. Francis Commission Co., like the brothers, is a Kentuckian, who came here three years ago to engage in the grain business with them. Mr. Francis' public career and successes are so recent as to need no repetition here. He was elected Mayor of the city in April last.

BOWMAN & CO.

Dairy Products: 68 to 70 North State Street, Chicago; 818 and 820 Morgan Street, St. Louis.



This pretty cut is the trade mark of a house that does the greatest business in its line of any here. Twelve delivery wagons are run by it in this city, supplying customers with milk, cream, butter, cheese and ice cream. About 20,000 gallons of ice cream alone are sold by it in the season.

The principals in the house are Robert

Bowman and his sons, J. R. and R. A., and C. E. Peck. J. R. Bowman and Peck manage the Chicago house, the others, affairs here. Mr. Robert Bowman, the senior member of the firm, came here in 1878 from Illinois, where he had been farming. His sons were in the business here before he came.

The Chicago house sells about 1,400 gallons of milk daily. One specialty of the St. Louis house is its ice cream, shipments of which are made to the neighboring towns. This product is made by Bowman & Co. from pure cream only, and is free from adulterations. Being dealers themselves in the materials for it, the house has advantages in this respect that are not possessed by competing concerns.

W. W. JUDY & CO.

Dealers in Poultry and Game: 704 North Broadway and Union Market.

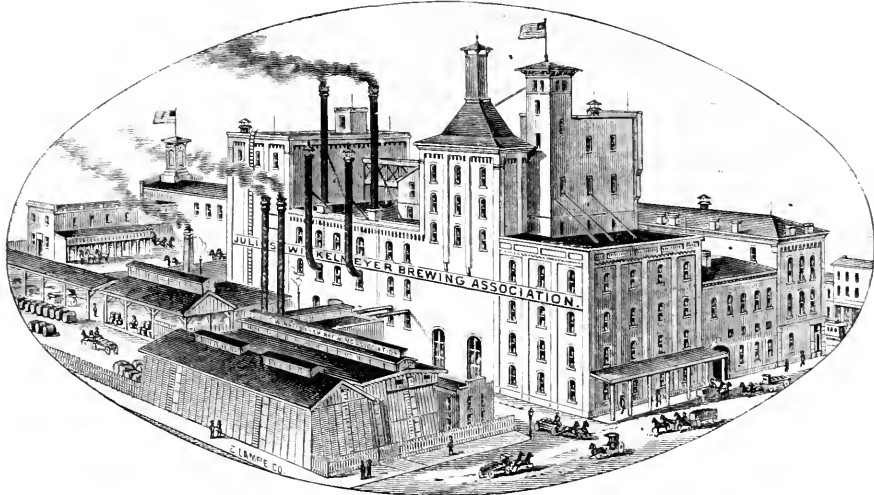
W. W. Judy & Co. (W. W. Judy and Jas. T. Farrell) have been doing business in St. Louis since 1865. They have been nine years in their present location, before that having occupied a location opposite the old post-office. They make the claim, with what seems to be good reason, that no other house here, in their line, approaches them in the extent of the business transacted. They have a large local trade, but they ship the bulk of their stuff all over the States, particularly to Boston, New York and other Eastern points. They have thirty-five men employed, looking after this and the patronage of the leading hotels and restaurants of this vicinity.

Messrs. Judy & Co. have also the agency for Palmer's, Rochester, New York, fire-works. It is safe to say that no house here handles the quantity of choice game, deer, etc., that this one does, or that has such facilities for the preparation and shipment of these perishable commodities that this one has.

THE JULIUS WINKELMEYER BREWING ASS'N.

Chris. Winkelmeyer, President; A. W. Straub, Secretary and Treasurer; Julius Winkelmeyer, Superintendent; Market Street, from Seventeenth to Eighteenth.

The Julius Winkelmeyer who founded this establishment in 1844 has been dead for many years. From 1867 to 1879 the establishment was run by his widow, and in the latter year was incorporated, the sons and son-in-law of the founder now conducting it. Chris. and Julius Winkelmeyer are natives of St. Louis. They were bred to this business, and although still young men are thoroughly skilled in all its processes. Secretary Straub came here in 1873, from Alleghany City, and upon his marriage into the family acquired an interest in the busi-



ness. He, too, has had a life-long experience in the brewing line, his father having been among the first to brew lager beer in this country. Mr. Straub is Vice-President also of the International Bank, and is a city councilman, which is some indication of his general capabilities.

The Winkelmeyer brewery covers the whole of two blocks and part of another. It is one of the largest and best patronized here. About half its trade is local, the remainder being a Southern patronage, Texas especially making strong demand for its most excellent beverage. The company has an especial reputation for its superior lager, which is bottled for the foreign and local trade, and for its malt.

CRESCENT METAL WORKS.

More, Jones & Co., Manufacturers of all kinds of Car and Engine Brasses, Babbitt Metals, Solders, Bar Lead, etc.; Office and Works, 1604, 1606 and 1608 North Eighth Street; New York Office, 72 Wall Street.

The business of this enterprising industrial establishment, which has had an existence of nine years in St. Louis, is chiefly with railway companies, in supplying them with car and engine brass castings in every variety: hence its trade in this line extends all over the country, from Boston to Oregon, and from St. Paul to Mobile, and includes also a very large city trade with machine shops for castings for engines and such general brass works as machine shops ordinarily use. The firm also sell to dealers and manufacturers, their Babbitt metals, solders, bar lead, etc., in large quantities.

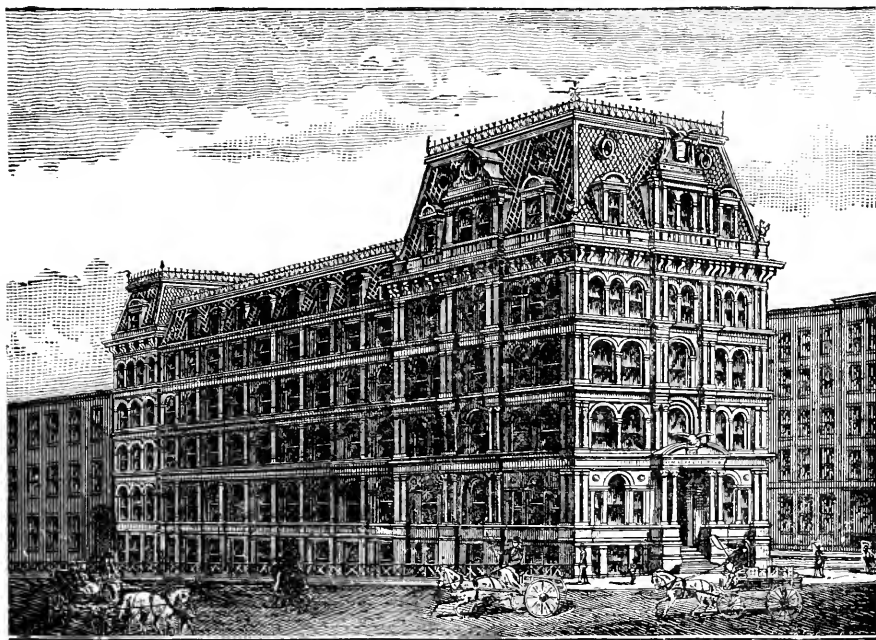
Messrs. Ed. A. More and Henry T. Jones, who compose the firm, are thoroughly experienced in their line. They only do a brass foundry work, not doing any finishing at all. The factory at 1604, 1606 and 1608 North Eighth Street, covers 60x130 feet, and employs twelve to fifteen men in manufacturing, while two salesmen are also employed in traveling. Extensive business connections are maintained East, and the house is represented in New York City by J. Shelby Weiler, at 72 Wall Street. The industry is a most important and prosperous one.

THE NEW YORK LIFE INSURANCE CO.

Wm. L. Hill, General Manager for St. Louis; Second Floor, 417 Pine Street.

The New York Life Insurance Company commenced business in 1845. It has had a St. Louis agency since 1849. The branch here has for its field of operation Missouri, Kansas, Texas, Arkansas, the Indian Territory, New Mexico and Colorado. During the first three months of this year, the St. Louis office has had transactions rising \$750,000. The office here writes in the neighborhood of \$3,000,000 of policies yearly.

The New York Life is one of the strongest companies in existence. Its fortieth annual report (Jan. 1st, 1885) showed that it has cash assets of \$59,000,000; that its estimated surplus was \$10,000,000; that the number of its policies in force was 78,047; that the amount of its insurance in force was \$229,000,000; and that it had paid to policy holders in 1884 \$6,734,955. These extraordinarily large figures, together with its length of service, indicate, better than any words can, its remarkable resources and stability. It issues policies—nonforfeiting—on the Tontine plan, besides the other forms of insurance. The Tontine system of life



insurance, meeting the approval and receiving the patronage of bankers, brokers, merchants, and other classes of men who deal largely in money, has become popular also with the masses. The proof of this lies in the fact that two Tontine companies wrote more new business in 1884 than all the other life companies combined. The advantages of the Tontine system may be summed up in this: First, it does away with the objectionable idea that a settlement of the policy must be deferred until death—in other words, the insured hasn't "got to die to win." Second, every insurer can now fully understand the terms of his contract. Third, a reward is offered the insured for keeping in full force a policy for the use of his family or beneficiaries, because the survivors of the Tontine period divide all profits.

The Missouri State Superintendent of Insurance reported of this company's business here that, deducting the policies that ceased to be in force during the year, the amount of policies in force on January 1st last was \$600,000 greater than on the corresponding date of 1884. The total amount of policies in force here was over \$8,000,000. These plain facts suggest an unmistakable conclusion as to the soundness of this company and its agency.

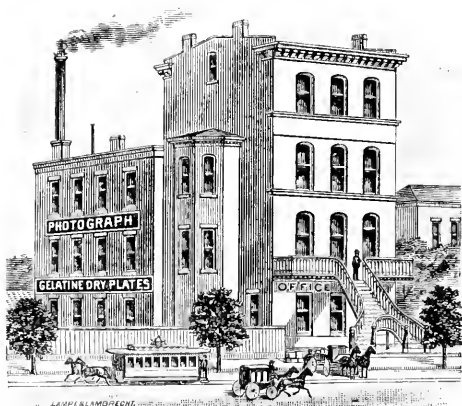
Manager Hill has, by years of service, acquired the full confidence, not alone of his company, but of all who have ever had dealings with him. He is accounted an authority on all matters connected with life insurance and is a most courteous and efficient representative

for the New York Life. He has managed affairs here since 1869, and having been a resident of the city since 1861 is very thoroughly identified with her material advancement and prosperity. Before taking this agency, as will be remembered by those doing business here at that time, he was with the Merchants Union Express Company.

THE ST. LOUIS DRY PLATE CO.

Manufacturers of Gelatine Dry Plates: 827 Chouteau Avenue.

Dry plates for instantaneous photography have been in use in this country for five or six



years. Efforts had been made in England and other parts of Europe to perfect this process, but without success. It remained for American ingenuity to accomplish it where the slower methods of the old countrymen failed. Dry plates are twenty-five times as rapid as the wet plates, doing in a second what formerly took, in the old way, sometimes thirty seconds.

This company has a capital of \$25,000 invested. It employs about twenty-five hands, and is now selling in all parts of the United States, in South America, and the Spanish speaking sections of the continent. Secretary Westner, of the St. Louis Dry Plate Company, attends to the business outside the city, visiting the trade at intervals. This company's products are now used by all the leading photographers of the country, and are pronounced the cleanest, most rapid and best plate in the world.

A. FRANKENTHAL & BRO.

Manufacturers and Wholesale Dealers in Men's Furnishing Goods: Office and Salesrooms, 409 North Broadway; Factories at 717 and 719 North Third Street.

This well-known house, the partners in which are Messrs. Alexander and Albert Frankenthal, has been established in St. Louis more than a quarter of a century, and from a comparatively small beginning has steadily developed a business in men's furnishing goods that now exceeds \$600,000 a year, and covers in extent of territory the entire West and Southwest.

At their extensive factories at 717 and 719 North Third Street, where 70 to 80 hands are constantly employed, the firm manufactures about an hundred dozen garments a day of the various kinds that the season calls for, but chiefly overalls, shirts and drawers. In these lines, they manufacture as largely as any house in the West. The offices and salesrooms occupied by them, at 409 North Broadway, comprise five stories and basement 30x115 feet, and well stocked with their excellent and always salable wares. The Messrs. Frankenthal are vigorous and enterprising in the prosecution of their business, and deserve the success which their excellent management of so important an industry has accomplished.

GOETZ & COBB.

Sole Manufacturers of Glencoe Lime, and Wholesale Dealers in Cement, Lime, Plaster, Sand, Hair, Fire Brick, etc.; Kilns at Glencoe and Laclede Stations, Mo., Pac. R. R.; Office and Warehouse, Fifteenth and Gratiot Streets.

It is now many years since the senior member of this house, Mr. C. W. Goetz, began marketing the Glencoe lime, and time has fairly demonstrated its superiority. This and the Laclede Finishing White Lime has been awarded first premium for purity for five successive years by the St. Louis Agricultural and Mechanical Association. It is used almost exclusively by contractors and builders throughout the States of Missouri, Illinois, Kansas, Texas, Arkansas and Nebraska; containing as it does almost 100 per cent. pure lime, it can have no superior.

Mr. C. W. Goetz, of this firm, has lived here about all his life. He was well-known in mercantile life before he ventured into this line, and was always an active business man. Mr.

C. W. S. Cobb, his partner, came here from Maine, where he was brought up to this particular line, his father having been in it before him. The house holds memberships in both the Merchants and Mechanics Exchanges. Over forty men are in the employ of the house. From a circular recently issued by this house the following additional information is extracted:

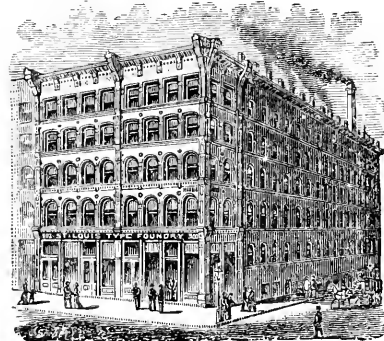
"Our shipping facilities are second to no other house in this line in the West. Our kilns and warehouses are well located and connected by rail. Our business being extensive, we are enabled to get special rates for freight.

"Orders by mail will receive prompt attention, and can be addressed to us at our main office and warehouse, Fifteenth and Gratiot Streets; branch depots at Fourteenth and Benton, and Fifteenth and Market Streets; also warehouse at East St. Louis, on Belt Line Railroad. Works at Glencoe, and Laclede Stations."

ST. LOUIS TYPE FOUNDRY.

Established in 1840, by Augustus P. Ladew. Reorganized in 1859. Incorporated in 1861. Jas. G. Pavyer, Pres't; C. S. Kauffman, Treas.; Wm. Bright, Sec'y; Printing Machine Works and Wholesale Paper Warehouse; 503 and 502 North Third Street.

The St. Louis Type Foundry succeeded the old firm of Ladew, Peers & Co., which failed in the year 1859. Two years later it was incorporated by a special act of the legislature. Since then this concern has been uniformly successful, its business increasing annually, until it is now not only the largest of its kind



in this vicinity, but is fairly to be compared in point of resources, transactions and output with any similar concern in the country. Its trade extends throughout the whole West, in the South, Southwest, through Texas, into the States of Mexico, and into Canada.

The original capital of \$40,000 has with its accumulations reached to over \$200,000. Besides occupying its large store, with its mercantile, type and electrotype departments, at the corner of Third and Vine Streets (of which building the annexed cut is a representation), it owns and maintains a large four-story factory at the corner of Broadway and Poplar Street. Its employes number one hundred and twenty. It manufactures and deals in

all kinds of printing types, cuts, rules, dashes, circles, ovals, leads, slugs, metal and wood furniture; also printing presses; paper, card and lead cutters; mitering machines, chases, galleys, shooting and composing sticks, type cabinets, cases and stands, imposing stones, branding and pattern letters. It owns the patent and manufactures the celebrated Mustang mailer, immense numbers of which have been sold throughout this country and Canada. It keeps in stock and deals in all kinds of printing paper, consisting of news, book and writing; also all kinds of plain and ruled writing papers, all kinds of card and card-boards, a large and extensive stock of chromo and visiting cards, wedding stationery, envelopes, and printing ink and bronzes in all variety; in short, everything needed by the printing and bookbinding fraternities.

THE GERST BROS. MANUFACTURING CO.

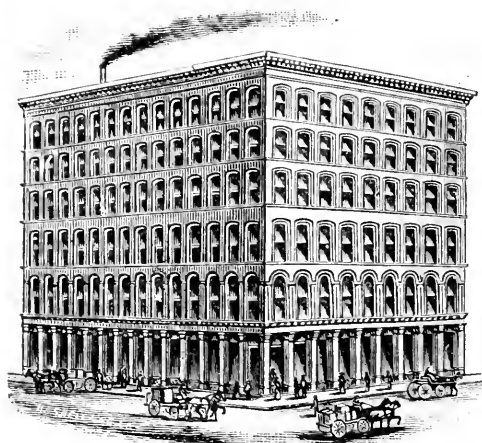
The "Cass Avenue Iron Works and Foundry;" F. Gerst, President; Albert Gerst, Vice-President; J. Hem, Secretary; Manufacturers of Iron Railings, Castings, etc.; 850 to 806 Cass Avenue.

The business now conducted by the Gerst Bros. Manufacturing Co. was established in 1849 by the father of the principals in the corporation. The sons were bred by him to the business; and upon his decease, twenty-four years ago, they acquired the business. F. Gerst, President of the company, learned the machinist's trade in his youth, and his brother, the Vice-President, was brought up to the moulding trade. Thus both have, by experience and training, an expert knowledge of their vocation. Secretary Hem is a native of St. Louis. He has been with this concern for twelve years.

This foundry employs some forty men constantly, and it does more railing and light house work than all the other manufacturers of this city put together. In the line of house work it has special facilities, and a first-rate patronage, with customers in the interior of this State, in Illinois and the South, as well as in this city.

ELY & WALKER DRY GOODS CO.

Importers and Jobbers: Fifth and St. Charles Streets.



This cut is a representation of the premises occupied by the Ely & Walker Dry goods Co., whose business may be estimated from the fact that it has 100 employes, of whom some 18 are travelers, and from the further fact that its paid up capital is the extraordinarily large sum of \$500,000. The officers of this company are: Frank Ely, President; D. D. Walker, Vice-President; Patrick Baggot, Secretary and Treasurer. The house has been doing business here for about four years, part of that time as the firm of Ely, Walker & Co., but, since the 1st of January, 1884, as an incorporated company.

Upon the organization of the corporation, a number of the salesmen and other employes were made stockholders in it. This was done upon the business principle that such as have demon-

strated their fidelity and capacity in subordinate positions, and have shown themselves worthy, are entitled to an interest in the profits of their labor, as well as a fair salary. All of the principals in this concern being Missouri and Illinois bred, are thus most thoroughly acquainted with the people and trade of the two States. The officers, stockholders and salesmen of the Ely & Walker Company are widely known to the trade, even of the remotest sections, as an association of young men who have grown up in the dry goods line, and as the picked men of the trade, the staff of the house having been brought together from the older establishments of St. Louis. The department system has been so perfected by the management of this house, that a complete stock under all the various heads can be shown. The heads of these departments are men who have given to them particular study.

This house is a popular and progressive one. It has risen by rapid strides to a rank with the best houses of this city and continent. Supplying, as it does, the vast territory reaching south to the Gulf and west to the Pacific, and with an exceptionally fine trade in Missouri and Illinois, it has been, without exaggeration, phenomenally successful. Its stock of goods is equal to the best to be found in any market, and the spirit and accommodating methods displayed by it are well appreciated by the general trade.

CHAS. G. STIFEL'S BREWING COMPANY.

C. G. Stifel, Pres't; R. Boesewetter, Sec'y and Treas.; Jacob B. Schorr, Sup't: North Fourteenth Street, from Howard to Chambers.

Altogether, Mr. Chas. G. Stifel, the founder of the enterprise to which this space is devoted, has lived here in St. Louis some forty-odd years, and he has been all of that time connected and identified with the brewing interest. It is now some thirty-five years since he founded the brewery known by his name, and five years since, the better to manage its expanded affairs, incorporation of the business was accomplished.

The Chas. G. Stifel Brewery has but recently had improvements made to its plant that make it one of the most complete hereabouts. The company has just added to the premises a large building to be used for refrigerating machinery and as a brewhouse. In it have been placed two of the latest improved pattern of cold air machines at a heavy expense. These improvements will greatly accelerate production of Stifel's choice beverage, for with them the fifty employes can do the work that many more men were formerly employed for.

The gentlemen associated with Mr. Stifel in the management, and whose names appear in the headlines to this account, have had practical experience at the business. Superintendent Schorr has lived here about ten years, all of which time he has been connected with the Stifel concern. Mr. Boesewetter, Secretary and Treasurer for the Stifel Company, was an employe for many years before he became a principal by the act of incorporation. He has been a resident of St. Louis for thirty-one years. Mr. Stifel is a citizen of prominence aside from his brewing investments. He is President of the Northwestern Savings Bank, and a Director of the Washington Insurance Company.

TENNENT, WALKER & CO.

Manufacturers and Wholesale Dealers in Boots and Shoes: 721 and 723 Washington Avenue, N. E. corner of Eighth Street.



This cut shows the premises occupied by the house of Tennent, Walker & Co., whose position in the Boot and Shoe trade of St. Louis is pretty fairly evidenced by the size and style of their quarters at Eighth and Washington Avenue. The house was established in 1863, Messrs. Tennent & Walker having been its founders. Other indications of the standing of this house in the markets of the West are in the fact that it employs one hundred men, of whom twenty-one are travelers. It has patronage in all the States that purchase from St. Louis—Illinois, Missouri, Kansas, Iowa, Arkansas, Texas, Mississippi, Tennessee, and the South generally. The sixth floor of the building shown in the cut is used for manufacturing purposes.

Both the principals in this house are old residents of the city. Mr. Tennent has lived here for over thirty years. He was with Tennent & Co., wholesale notions, before going into the shoe line. Mr. Walker came to St. Louis in 1854. He was in several commercial enterprises before he adopted this one as his vocation. The house is rated as of the very highest order all through this section, and in fact wherever it has dealings.

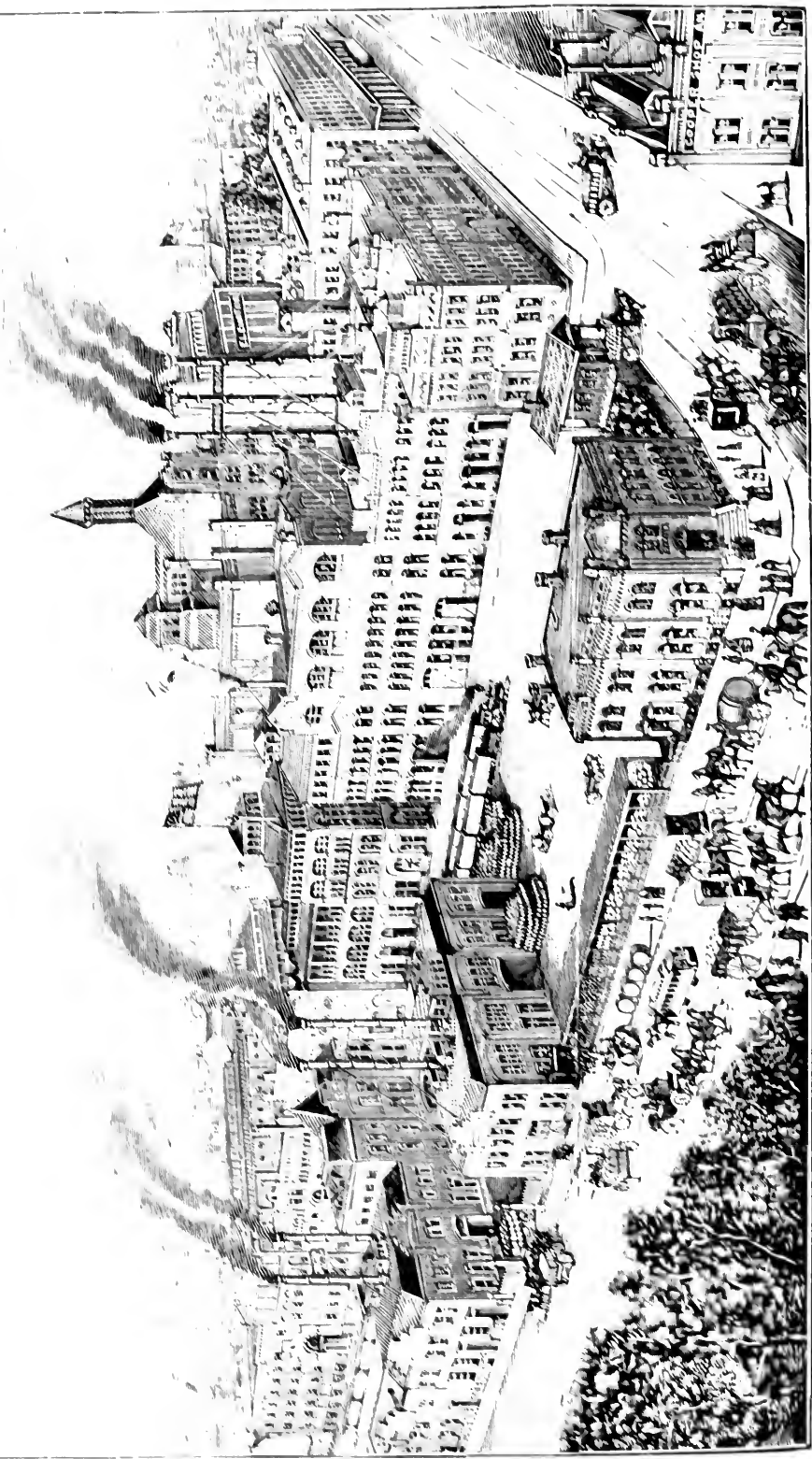
THE FIFTH NATIONAL BANK.

Henry Overstolz, President; Louis Espenschied, Vice-President; C. C. Crecelius, Cashier; N. E. Corner Fifth and Christy (now Lucas) Avenue.

This bank is the outgrowth of the Tenth Ward Savings Association, which was organized in September 1860. The most excellent management of that institution, and the rapid expansion of the community which it served, finally resulted in the nationalization of the establishment, which step, taken Jan. 1st, 1883, is an additional guarantee of its usefulness. It may not be out of place here to remark, as showing how this bank has been conducted in times past—from which a conclusion may be drawn as to its future conduct—this much of its history. At the expiration of its charter as a private bank, the shares were liquidated at \$115, and the shareholders then organized, under the State law, the Tenth Ward Savings Bank, with a capital of \$100,000. This latter institution, the Tenth Ward Bank, was nationalized, as above mentioned, under the title at the head of this account, with a capital of \$100,000, which sum was afterwards increased to \$300,000.

From the statement made by Cashier Crecelius, May 10th last, it appears that this bank then had good loans to the amount of three-quarters of a million; that it had deposits of over \$600,000, and that its surplus and undivided profits were \$20,970.72. Its circulation is secured by U. S. Bonds to the amount of \$50,000, and its total resources, at this writing, are something like \$1,025,627.54. The correspondents of the Fifth National are: New York, the Fourth National and the National Park Bank; New Orleans, the Germania National Bank; London, England, the Imperial Bank, Limited; Paris, the Société Generale de Credit Industriel et Commercial; Berlin, S. Bleichroder; Frankfurt a. M., John Goll & Soehne.

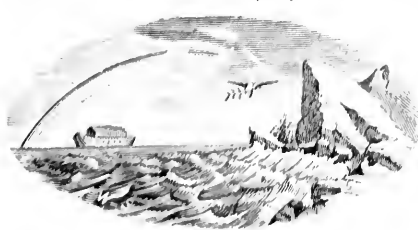
It seems to be pertinent here to mention the fact that the management of this institution has furnished the public service with more than one efficient financier. Thus, President Overstolz, of this bank, during his term as Mayor of the city, successfully directed the bonding of the municipal indebtedness, and on retiring from the office left St. Louis in the finest fiscal condition. The estimation in which he is held is shown in the fact that he has three times held this office. The Vice-President, Mr. Espenschied is a successful manufacturer. He is much esteemed in commercial circles. The directors of the Fifth National are: James Green, Louis Espenschied, Conrad Stauff, Henry Overstolz, Otto D'Amour, G. A. Rubelmann and Charles Wunderlich. These gentlemen are all so well known to this community that it seems unnecessary to particularize further.



COVENANT MUTUAL LIFE INSURANCE COMPANY OF ST. LOUIS.

R. Wilkerson, President and Treasurer; A. F. Shapleigh, Vice-President; Chas. L. Pilling, Assistant Secretary. Office, No. 712 Pine Street.

This, the oldest Life Insurance Company in the West, was organized in February, 1854. Its principal business is in the State of Missouri, but it has policy holders in most of the Western States. This company has an excellent record, has passed through the trial, inci-



dent to the panic, epidemics, etc., but has always been in condition to meet its obligations. In thirty-two years of business, it has completed payment of *one policy only*.

In 1882, the Covenant adopted the registry system provided by the statute of Missouri, under which it deposits with the State Insurance Department, in proper custody, the full receipt of all its policies, thus fully securing all of its policy holders. Each policy bears the certificate of the Superintendent of the Department that it is secured by pledge of securities. All of this company's policies are non-forfeitable, after two years from issue, for either paid-up insurance or an extension according to the provisions of the law, and every policy has printed on its back a table showing the amount of paid-up policy or term of extension to which the holder is entitled.

The Covenant is the only company doing business here that makes the deposit securing its policies. The president of the company is an experienced life underwriter and gives his personal attention to the business of the office. The Trustees are well-known citizens, the Board being composed of the following: A. F. Shapleigh, Nathan Cole, Given Campbell, Wm. H. Woodward, Geo. H. Shields, Wm. Brown, E. Wilkerson, Wm. C. Orr, Theo. Pettis, Chas. A. McNair, Herman Eisenhardt, Henry Schwamer, Jos. N. Evans, Marcus A. Wolf.

THE ANHEUSER-BUSCH BREWING ASSOCIATION.

Adolphus Busch, President and Manager; E. Muehleman, Secretary. Office and Brewery, Ninth and Pestalozzi Streets.

In the felicitously chosen title of this corporation is perpetuated the name of the founder of the largest establishment of its kind in the world, and of his son-in-law, the executive officer who created and developed a new and important industry, the annual output of which is now counted by millions of packages—exceeding twenty-five millions last year.

Eberhard Anheuser, the founder of this vast enterprise, came to this country from Prussia in 1842 and embarked in the brewery business in St. Louis, purchasing the Bavarian brewery, which had been founded in 1852, and adding to it other buildings and increased facilities for handling the product from time to time. Yet it is doubtful if even he ever foresaw that upon that site, in twenty years, would be erected industrial places so numerous, extensive, and so harmonious in architectural beauty and stability. It was in 1865 that Mr. Anheuser took a business partner in the person of his son-in-law, Mr. Adolphus Busch, the gentleman under whose personal supervision the establishment has grown to such mammoth proportions and importance among the industries of the world. Upon the admission of Mr. Busch to partnership, the firm became E. Anheuser & Co., and the manufacturing and storing capacities were still further enlarged by the erection of new buildings and the construction of new cellars, which latter now form a world of industry beneath another hive of activity more approachable and observable.

It was in 1873 that the firm introduced the Pasteurizing process of bottling beer for export on a large scale and thus created a new and important American industry, a source of national wealth, an incentive to American genius in devising bottling machinery, and, best of all, not only largely supplanted European bottled beer in this country, but actually competed with success in foreign export markets against European beer, and carried American triumph so far as to take the first awards for the American product at World's Fairs held in foreign lands, over competing German and Austrian breweries whose product had before held the prestige of being the best in the world. The firm also engaged like often in the shipping of bulk beer, and, the better to promote the business, in 1875 a stock company, with largely increased capital, was formed under the name of the Anheuser-Busch Brewing Association, with E. Anheuser as President, and Adolphus Busch as Secretary and Treasurer. Upon the decease of the President, in 1886, which was universally regretted by the commu-

cial community in St. Louis and elsewhere, Mr. Busch succeeded him as executive officer, and under his direction the establishment has grown to its present proportions.

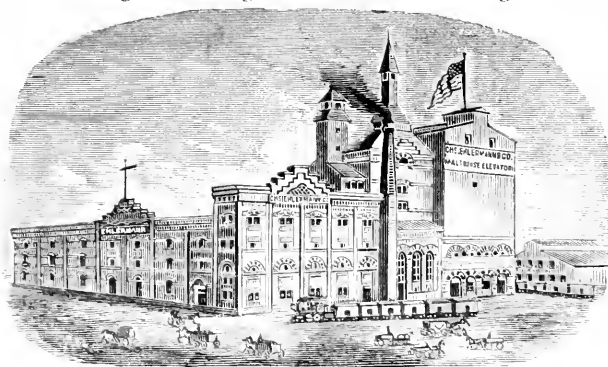
Within the limits of this sketch, it would be impossible to present anything like a detailed or complete history of this enterprise. It may be said in general terms that the buildings and yards cover an area of eight acres of ground, and comprise store houses, brew houses, offices, boiler houses, ice machine and refrigerating houses, wash house, malt house, elevator, bottling houses, stables, cooperage shops; and in all these departments over 1,000 men and boys are constantly employed. The premises are connected by railroad tracks connecting with the railroad systems of the country, and the brewery shipping depot does a larger business than many a good sized city. The company owns and controls its own refrigerator cars, in number nearly five hundred, and its annual shipments exceed 6,000 car loads. There are also river shipping connections and facilities. These refrigerator cars carry enough ice to preserve the proper temperature of the bulk beer during transportation, and at various points throughout the South, East and West, the company has its own storage ice houses, controlled by resident agents. On the Keokuk and St. Louis Railroad, for instance, and at some river landings, the association has extensive ice houses, of capacity of 20,000 tons of ice at the town of Busch. From here as well as from the ice houses in St. Louis, shipments to the amount of 1,500 car loads and upwards of ice a year are made to the different territories or districts where the trade is large; in fact, the beer is so packed in ice that it can be delivered to any part of America at forty degrees Fahrenheit. The refrigerating process at the brewery is a novelty and perfect. It consists of six ponderous ice machines. To summarize: The bottling department is the largest in the world and sells 25,000,000 bottles annually. The annual sales last year aggregate 350,000 barrels or 1,400,000 kegs, and the brewing capacity is 400,000 barrels or 1,600,000 kegs. Besides supplying an immense local demand, for the several brands in bottle and keg, the association ships to its numerous branches throughout America. As to its export trade, that includes Mexico, the West Indies, Central America, Brazil, the Sandwich Islands, Australia, China, and other countries. So throughout Great Britain, Spain, and even the Turkish possessions and Egyptian, the Anheuser-Busch cool lager is drank with pleasure and satisfaction, and wherever introduced a large and profitable sale results. The German and English brewers in Europe are alarmed, but to Americans the greatest satisfaction is afforded in this triumph of American ingenuity and enterprise.

President Adolphus Busch, is in the highest sense a public spirited gentleman. He is the patron of many deserving enterprises, and his patriotic spirit and impulses are expressed in his patronage of the Busch Zouaves, a State Militia organization that recently bore off the honors, over all competitors, in an exhibition and competitive drill at the World's Fair, New Orleans.

CHAS. EHLERMANN & CO.

Maltsters and Dealers in Hops and Barley; Brewers, Distillers and Bottlers' Supplies: Twenty-second and Scott Avenue.

The buildings shown in this cut are the malthouse and elevator of Chas. Ehlermann & Co. The house of Chas. Ehlermann & Co. was founded in the year 1859, the original proprietors being Wattenberg and Busch. Wattenberg was Mr. Ehlermann's uncle. The



house was at one time known as Chas. Ruepple & Co., Mr. Ehlermann then being the "Co." He came here when a mere boy, and was brought up to the business.

Mr. Philip Carl, Mr. Ehlermann's associate, has lived in St. Louis since 1856. For seventeen years he was in the brewing business. From 1874 to 1877 he was employed by Ruepple & Co., and in the latter year acquired his partnership interest.

This house does the heaviest business in its line transacted in St. Louis. Its trade is largely with the Southwest and West. Its malt house has a capacity, and in fact an output, of between 350,000 and 400,000 bushels a year. Both members of the firm are members also of the Merchants Exchange.

THE COMMERCIAL PRINTING COMPANY.

Chas. H. Davis, President and Treasurer; Edwin Freegard, Secretary: Printing and Binding:
200 & 202 South Fourth Street, corner Elm.

This corporation was formed and commenced business in January, 1882. Its executive officers, however, had had many prior years experience in the same industry, individually and associated together. The house was formerly located at Third and Locust Streets, but



early in the current year secured its present more eligible quarters, as shown in the cut accompanying this notice, at the corner of Fourth and Elm Streets, covering 50x150 feet, and affording the best lighted and most conveniently adapted press and composition rooms in the city. The extensive mechanical facilities include a fifty horse-power engine and boiler, and a large array of steam power presses of every size and variety, from the largest cylinder to the smallest card press. The force of employes averages about fifty in number, though in the busiest seasons there is a considerable increase.

The company is fortunate in the large experience of its executive officers. President Davis has charge of office affairs, and Secretary Freegard, who holds high rank as an artisan in printing, is general manager of the mechanical department. Both gentlemen were

educated to the business in their youth, and each has had over twenty-five years' experience. The establishment, which does a large and ever increasing business, is distinguished for the quality of its work and the promptness and accuracy with which the same is executed. Book, magazine, newspaper and railroad printing are all made specialties, and the establishment is one esteemed in great favor by the business men of St. Louis and tributary territory, for the excellence of its counting-house and catalogue work. Many of the largest houses represented in this volume, who periodically issue extensive price lists and catalogues of their wares, are patrons of the Commercial Printing Company. The printing of the present volume of *INDUSTRIES OF ST. LOUIS* furnishes a specimen of the book work and extensive facilities of the company. While its business is necessarily largely confined to the demands of its St. Louis patrons, the corporation yet fills many orders for customers from other cities, and from offices in the interior. Such work has been done here for parties in Kansas City, New Orleans, San Antonio, Texas, and more distant points, while many of the larger books printed by the house have had extensive circulation not only throughout America but in foreign lands also. So well equipped, and managed with conspicuous experience and ability, the career of the Commercial Printing Company must continue to prove one of deserved prosperity.

THE M. A. SEED DRY PLATE COMPANY.

J. B. Buss, President, Milwaukee, Wis.; M. A. Seed, New York, and H. C. Huiskamp, Keokuk, Iowa, Directors; A. R. Huiskamp, St. Louis, Secretary and Manager: 1115 Washington Avenue.

The Secretary and Manager of this company, Mr. A. R. Huiskamp, is also Secretary for the well-known E. Jaccard Jewelry Company. The M. A. Seed Company has been established here in business since 1882, but was only incorporated last year. The company manufactures dry plates for photographic purposes. The plates are prepared by the company by a special process, and are particularly designed for the taking of instantaneous photographs, which was an impossibility with the old method of wet plates. The new process is now being generally adopted for all purposes, and the old is being abandoned altogether. The branch of the company here does a first-rate business. There are 30 employes at the Washington Avenue headquarters and at the factory at Woodland, Mo., and the annual business done can not be much short of \$120,000.

DEERE, MANSUR & CO.

Deere & Co., Moline, Ill.; A. Mansur and L. B. Tebbetts, St. Louis, Mo.
Farm Machinery, Spring Wagons, Buggies and Carriages; Sole Agents "John Deere" Plows and Cultivators, 515 and 517 North Main Street.

This, the St. Louis branch of the John Deere Moline Plow Works, which was founded in 1847, has been established here since 1874, Messrs. A. Mansur and L. B. Tebbetts then opening it for the purpose of facilitating the company's business with Missouri, Southern Illinois and the Great South. In that territory alone an annual business is done for the Moline Company of \$800,000 to \$1,000,000. These transactions require a corps of employes numbering upwards of thirty-five, and whose wages amount to \$35,000 yearly.

The St. Louis business started in 1874 in a modest way, with the view especially of devoting itself to the plow interests of the parent firm. It has grown by the addition of appropriate lines of merchandise, until at present it is one of the largest (if not the largest) jobbing house for agricultural implements in the United States.



John Deere

PIONEER WESTERN PLOW MANUFACTURER, AND
FOUNDER OF THE LARGEST STEEL-PLOW
FACTORY IN THE WORLD.

Its range of trade comprises a territory reaching from the Carolinas to the western borders of Texas, from Old Mexico to Missouri and Illinois—the territory North, Northeast and Northwest of this area being handled by other branch houses of the Moline firm.

Among the prominent lines of goods which have been so successfully introduced by Messrs. Deere, Mansur & Co., may be comprised the following:

The celebrated "John Deere" plows, whose features of merit for 40 years have placed them in the lead where strength, durability, ease of draft, quality of workmanship and general excellence have been considered.

The "Gilpin" sulky plow, with its host of fifty thousand friends and its largely increasing sales, is made by this firm, who are also the manufacturers of the "Deere" spring cultivators, the "Sylvan" cultivator, the all iron "Columbia" cultivator, and the "New Deal" wheeled walking plow. This last is an entirely new departure in the theory and practice of plowing. It consists of a wheeled walking plow (with either one, two, three or four plows), so arranged that the entire weight of the furrows is carried on the wheels, whilst the frame work of the machine is made as light as possible consistent with strength. This result has been accomplished so perfectly that two horses can with ease cut and turn a 16-inch furrow. It has been said by many who possess the plow that the "New Deal" single, cutting 10 inches in width and drawn by two horses, will run as light as a 12-in. walking plow. The perfected features of this implement have been patented, and we predict for Messrs. Deere & Co., and also Messrs. Deere, Mansur & Co., an immense sale for these goods in the future. The "New Deal" is undoubtedly a friend to both the horse and the farmer.

Besides the large line of plows manufactured by Messrs. Deere & Co., and handled by this house, Deere, Mansur & Co. have become known to the entire trade in their territory as the Western Vehicle Headquarters, owing to the fact that their line of farm and spring wagons, buggies, carts, track sulkies, buck boards, mountain wagons, jump seats, etc., etc., is much larger and more complete than that of any house west of the Alleghany Mountains.

They have controlled for years the entire Southwestern country in the sale of the celebrated "Mitchell" farm wagons, the "Cortland" spring wagons, the "Standard" buggies, and other brands of known reputation and of first-class excellence.

Here also are to be found the "Deere" rotary drop corn planters, which were the pioneer implements to make rotary drops successful; the "Deere" and "Moline" stalk cutters, which have taken the lead wherever they have become known; and a full line of the "Hoosier" drills, which are known and celebrated throughout the civilized world.

They devote also special attention to Hay Machinery, including the "Hopkins" new front cut mower, with its special features of excellence not possessed by other machines of this class, and all of which are necessary to a perfect grass cutting machine.

"Coates'" and "Albion" sulky rakes and "Greensburg" and "Tiffin" wooden rakes, hay forks, etc., etc.

The large and rapidly increasing interest in the cultivation and development of sorghum, had led this firm to perfect and offer to the trade a line of Sorgho Machinery which is admirably adapted to the requirements of the most exacting and progressive planters.

Their celebrated "Charter Oak" cane mill, with steel shafts, babbitted boxes, encased gear, angling sweep cap, etc., etc., stands without an equal in the market.

The "Samson" and "New Amber" cane mills are also first-class in their respective lines, whilst the "Monitor" evaporator has never failed to make friends and to give perfect satisfaction.

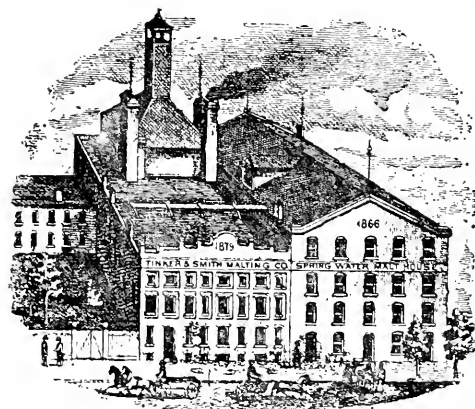
The space at our disposal is too small to give in detail anything like an enumeration even of the complete line of Farm Machinery which is offered by this house. Parties interested will do well to correspond direct with Messrs. Deere, Mansur & Co., of St. Louis, Mo.

The firm will take pleasure in answering all inquiries concerning prices and terms and features of merit possessed by their goods. Their traveling men will be found throughout the entire section above alluded to, and merchants desiring to purchase will be promptly waited upon by some representative of the house.

THE TINKER & SMITH MALTING COMPANY.

George Tinker, President; Wm. Smith, Vice-President and Treasurer; Z. W. Tinker, Secretary; Proprietors of the Franklin Malt House: Franklin Avenue between Ninth and Tenth, and the Spring Water Malt House, 32, 34, 100 to 106 South Seventeenth Street.

This cut represents but one of the establishments run by the company which this sketch describes. The Tinker & Smith Company was incorporated in 1879, but the same business had been conducted by the same parties under another designation from 1852. The Franklin



Avenue malt house owned by this company was built so long ago as 1864. The Seventeenth Street establishment was run as a brewery by them for some ten years and was then turned into a malt house. In 1879 additions were made to it which gives the company the right to call it the most complete concern of the kind in St. Louis.

These two malt houses have a capacity equal to 250,000 bushels. About half this product goes to the city brewers, the remainder being shipped all over the United States, the company having customers in points so remote as Las Vegas, New Mexico, and the State of Nebraska. About twenty men are employed at the two establishments. The capital stock of the company is \$50,000. Mr. Tinker, sr., supervises the business and attends to

the buying of grain and selling of malt. Mr. Smith looks after the books and finances.

The Tinker & Smith Company are also interested in the new Rock Springs distillery, as will be seen from the following list of its officers: Geo. Tinker, President; Henry Floerke, Vice-President; Z. W. Tinker, Secretary.

W. D. MARSHALL & CO.

The Western Foundry; Manufacturers of Steam Engines, Gas Works and Mining Machinery, Shafting, Hangers, Pulleys, etc.: Main Street from Florida to Mullanphy.

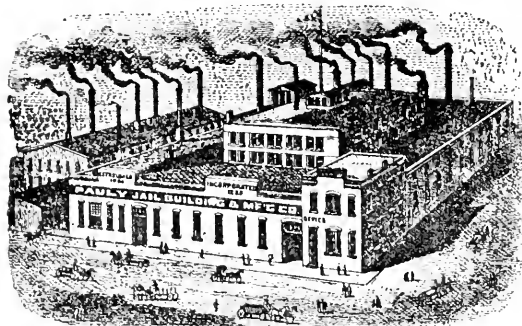
Mr. W. D. Marshall has been operating these works upon his own account since the death of his partner, Jonas Kilpatrick, which event occurred in 1880. These works cover the entire block on Main Street from Florida to Mullanphy, and employ 150 men when running to their full capacity. They have been in their present location since 1862, but had been in operation long prior to that time, 1858 being the date of their establishment.

The patronage of the Western Foundry is largely local, but it also fills many orders for the South and West. This concern may justly be reckoned among those establishments that by their breadth, vigor and progressive characteristics have contributed to the manufacturing eminence of St. Louis.

THE PAULY JAIL BUILDING AND MANUFACTURING COMPANY.

P. J. Pauly, Sr., President; John Pauly, Vice-President; J. J. Ligon, Secretary: 2215 De Kalb Street.

The old firm of P. J. Pauly & Bro., which has been doing business here since 1856, was dissolved some months ago, and the Pauly Jail Building and Manufacturing Company became its successor by incorporation. This is the only establishment in the United States



that makes a specialty of building patent steel-clad cells, the steel-clad saw and fire-proof cells of the Pauly system having been approved as the best in use, by time and experience.

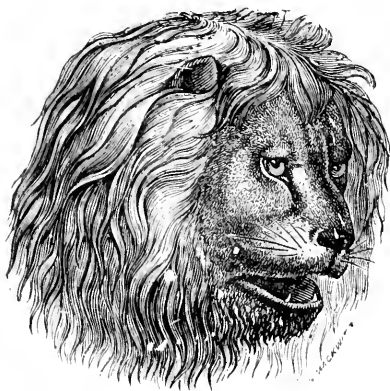
The works of this company are shown in the cut on this page. In them an average force of 85 men are employed. The company's field of operations lies in the entire South, the West, Northwestern and Middle States. The contracts executed by the Pauly Company for the building of new jails, and for the reconstructing of old ones, during

the past six years, aggregate a total of 266 in twenty-nine States and Territories and Canada. Having made and introduced extraordinary improvements, both in the shape and size of jail cells, as also in the sanitary and locking arrangements therefor, the business of this company has expanded so that it has had to abandon all other lines of iron work and to make this its specialty. The result is that it is now doing more work of this kind than all the iron works in the United States combined. The Pauly factory is the only factory devoted exclusively to this branch of industry.

Mr. P. J. Pauly, senior principal in this establishment, has lived in St. Louis some forty-two years. He is a practical machine blacksmith, having served the regular apprenticeship here in St. Louis. Mr. John Pauly, Vice-President of the company, has also had a lifetime experience. Mr. Ligon, the Secretary of the corporation, has recently come here from Palestine, Tex., where he had been in charge of the affairs of the old house for several years. The Paulys have been identified with other matters of a public nature, although they now confine themselves strictly to their personal concerns. Mr. Pauly, Sr., was at one time a member of the Missouri Legislature from St. Louis, and Mr. John Pauly has been a member of the City Council.

LEONHARD ROOS.

Manufacturer of Ladies' Fine Furs: 617 North Fourth Street.



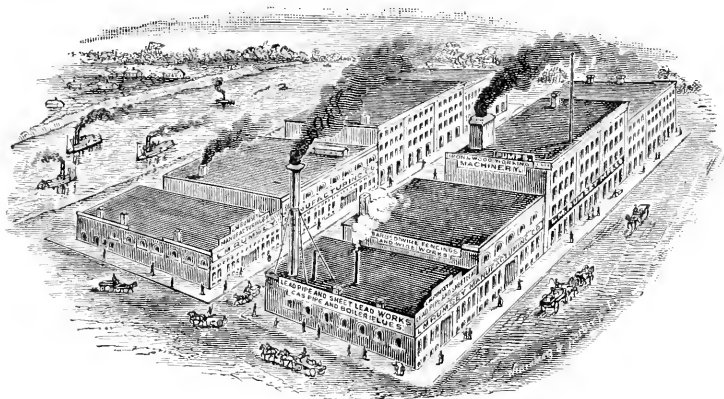
Before establishing himself here in 1867, Mr. Leonhard Roos had been engaged in the same line in New York City. His experience, therefore, has not been limited. He handles the full line of goods in furs, and makes a specialty of work of the finest class. His exhibits at the Fair Grounds and the Exposition have been remarked as the finest ever displayed in this vicinity. His trade is principally local, but he has many patrons also in Kansas, Nebraska and the neighboring States. He has about 18 or 20 hands employed the year round, and in the Fall, his busy season, sometimes 40. His annual business amounts to about \$100,000.

The growth of a cultivated taste locally, in the selection of furs, is largely due to experienced furriers like Mr. Roos. In former years it was deemed necessary to send East for fine furs, and the fashions were dictated from there; but the West has grown in culture in this respect commensurately with the advantages presented by leading houses, and now St. Louis ladies can as well, and even better, supply themselves with fashionable furs here, than they could in New York.

THE L. M. RUMSEY MANUFACTURING CO.

Manufacturers and Jobbers of Pumps, Wood and Iron Working Machinery, Foundry and Railway Supplies, Agricultural Implements, Engines and Boilers, Hoisting Machinery, Plumbers' Supplies, Belting, Lead Pipe, Sheet Lead, Barbed Wire Fence, etc.: So6 to S20 North Second Street and S13 to S19 North Main Street.

Of all the manufacturing enterprises of St. Louis, the company which is the subject of this sketch must, by reason of the scope of its operations, the great reputation it bears throughout the United States, and the impetus its prosperity has given to other industrial



interests of St. Louis, be awarded the first place. The annual sales are from \$1,500,000 to \$2,000,000. The business was established twenty years ago, and was incorporated in 1880, with L. M. Rumsey, President, and M. Rumsey, Secretary and

Treasurer. The capital stock, fully paid up, is \$300,000, and the surplus \$275,000. The whole block on which the premises are situated is owned by L. M. and M. Rumsey. As may be seen by the accompanying illustration, six buildings, all of them large structures, covering more than half the square between Morgan Street and Franklin Avenue, are occupied by this establishment. The patronage of this house comes from all parts of the United States, also from Mexico, Cuba, and South America. The L. M. Rumsey Manufacturing Company have the exclusive sale for the productions of the New York Rubber Company, the Knowles Steam Pump Works, the Ames Iron Works, Kilbourne & Jacobs Manufacturing Company, the Hocking Valley Manufacturing Company, the Bolton Steel Company, Sturtevant Blowers, Baltimore Copper, besides many other well-known factories, among which can be mentioned the Aetna Iron Works, of Pittsburgh, manufacturers of wrought iron gas and water pipe. The lead works of the company, situated at the corner of Second Street and Franklin Avenue, deserve special mention, being without doubt the most complete of the kind in the country. Here lead pipe and sheet lead are turned out in immense quantities, also block-tin pipe. In this building are also manufactured the well-known Mayfield Water Drawer and Purifier, Galvanized Pump Chain, Rubber Bucket Chain Pumps and Fixtures and Barbed Fence Wire. About 150 men are employed in these departments. With ample capital, and best possible facilities for the manufacture and handling of goods, it is needless to say that their prices will always be as low as the lowest and their customers will always be well taken care of.

ST. LOUIS NATIONAL STOCK YARDS COMPANY.

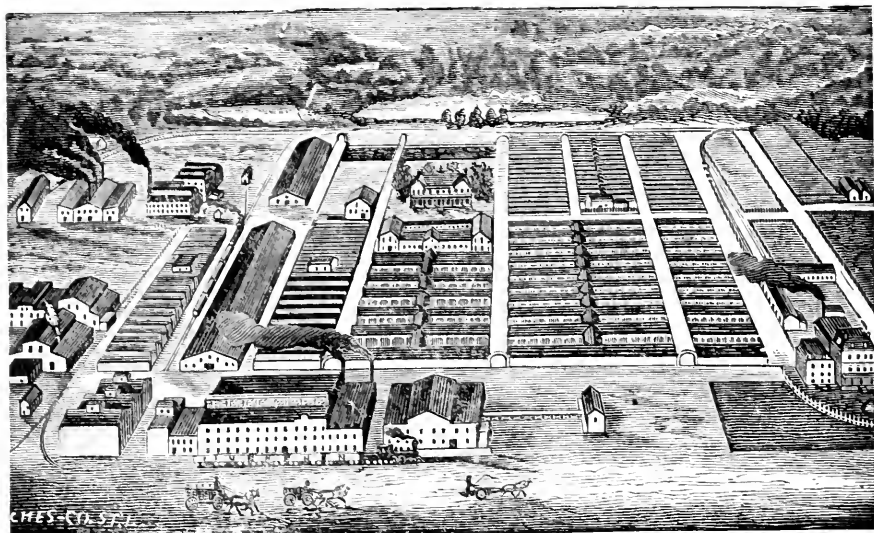
Isaac H. Knox, President; Charles T. Jones, Superintendent: Yards in St. Clair County, Illinois.

The natural advantages of St. Louis as a receiving and distributing point for the live stock trade, were not fully or extensively availed of until about twelve years ago. As early as 1870 Texas cattle was seeking a market in St. Louis, and a year later nearly 100,000 head were, in all, received; but adequate terminal facilities were not provided, and Chicago continued to procure the diverting of the cattle trade to that market in large measure. But in 1873, a few Eastern capitalists, together with a small number of resident business men like President Isaac H. Knox, realized the possibilities of the desirable trade opening and formed the St. Louis National Yard Company, establishing the National Stock Yards upon 652 acres of land, which cost nearly \$200,000, in St. Clair County, Illinois, adjoining the corporate limits of East St. Louis. The terminal facilities thus secured include railway track connection most extensive, ample yardage, stabling, pens, exchange and bank, and other facilities

for transacting business, more particularly described further on, together with a large hotel to accommodate visiting stockmen.

The original stockholders of this company—having \$1,000,000 capital stock with charter privilege to increase the amount—were Wm. H. Vanderbilt, Horace F. Clark, Augustus Schell, James H. Banker, A. Boody, A. B. Baylis, Samuel F. Barger, Allerton, Dutcher & Moore, T. C. Eastman, Alexander M. White, Isaac H. Knox, John L. Macaulay, John B. Bowman and Levi Parsons, who constituted a Land Grant and Trust Company. A majority of these were New York capitalists and railway magnates then in control of the Wabash Railway; and President Jay Gould, who succeeded to that control, afterwards became a stockholder in the National Yards Company.

This very important enterprise was really originated by the New York and Chicago stock firm of Allerton, Dutcher & Moore; and Mr. Allerton, after whom the imposing five-story brick hotel adjoining the yards is called, gave his personal attention to the laying out of the spacious grounds. After these were surveyed and leveled, a perfect system of sewerage was devised, the ground being bisected by sewers placed six feet below the surface. Water pipes were laid, the ground platted, and Avenues and Streets crossing at right angles and running North, South, East and West. This completed, the work of erecting buildings, sheds, barns



and enclosures was vigorously undertaken. Red cedar for posts and yellow pine for fencing and roofs were used in vast quantities. One of the frame buildings is 1,122 feet long by 100 broad, and through its entire length is a broad passage way, on either side of which are located the hog pens, with a holding capacity of 20,000 hogs. The cattle yards, numbering nearly three hundred, accommodate nearly 15,000 horned cattle, and there is space outside for 20,000 more. The yards and avenues are paved with Belgian pavement. In the center of the large space for herding cattle is a fine two-story brick structure used by the company for offices. These offices, like the hotel and exchange hall, are lighted by gas manufactured for the company's own works, and two powerful engines supply the hotel and other buildings and yards with abundance of water. The Allerton house is also heated throughout by steam and furnished with billiard room, telegraph office, and all other appurtenances of a first-class hotel.

The yards were opened with considerable civic display November 20th, 1873, and have a world-wide reputation for their completeness and the mammoth proportions of the trade. Last year the yards handled 300,500 head of cattle, 1,079,877 hogs, 277,070 sheep, and 14,703 lambs. The number of cars unloaded at the tracks in the yards was 37,886. It is probable, however, that the trade of the present year will exceed the figures of 1884.

President Isaac H. Knox, the executive head of this mammoth enterprise, was one of its originators, and has directed its management since the opening. Superintendent Chas. T. Jones has also been connected with the company since it commenced operations, and has occupied the superintendency of the yards for the past seven years. Incident to this enterprise are other co-operating industries, elsewhere noted in this work.

THE KINGSLAND & FERGUSON M'F'G CO.

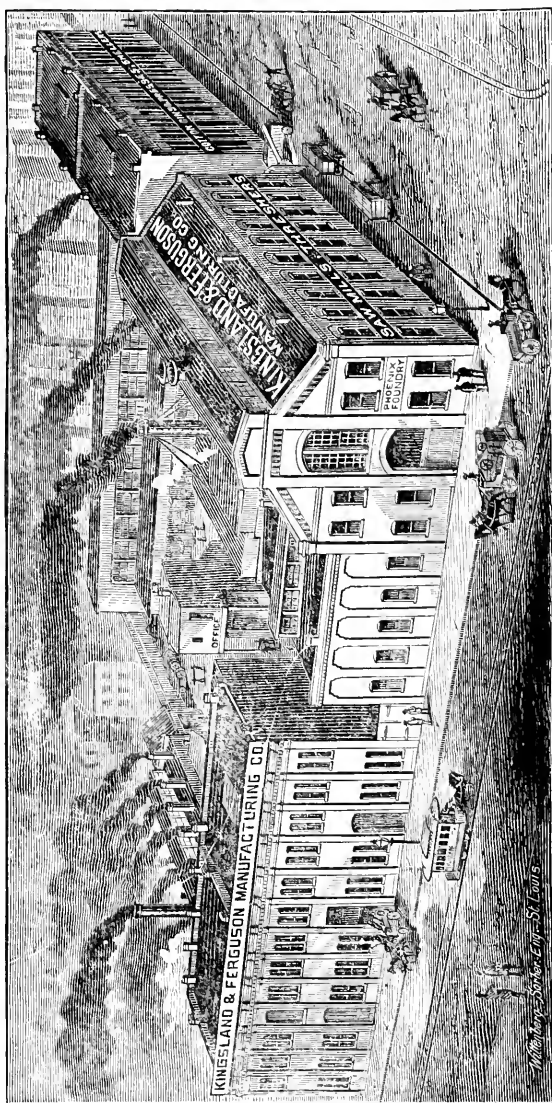
D. K. Ferguson, President; L. D. Kingsland, Vice-President; E. W. Douglas, Secretary and Treasurer, Manufacturers of Saw Mill and Agricultural Machinery: 1521 North Eleventh Street.

The Kingsland & Ferguson works are the oldest of the kind in St. Louis. All that part of the city where they now are was, at the time of their foundation in 1835, woods and lake, a body of water then known as Keiser's Lake then occupying the site where the Kingsland and other large manufacturing concerns of the neighborhood are.

In 1835 Mr. Lawrence Kingsland, the grandfather of the present principal in the works, came to St. Louis from Pittsburg, Pa., where he was one of the firm of Kingsland & Lightner of that city, and established a branch of the Pittsburg house here. George Kingsland, his son, took charge for him. In 1844 George Kingsland withdrew from the original house, and with Mr. Ferguson, now the senior in management, started the works which are the subject of this sketch. Upon the death of George Kingsland, in 1874, his son, L. D. Kingsland, succeeded to his interest, the Kingsland & Ferguson firm thus consisting, until the incorporation in the same year, of D. K. Ferguson, L. D. Kingsland and E. W. Douglas. Mr. Ferguson is a native of Pittsburg, who was raised by George Kingsland and bred by him to the business. Mr. L. D. Kingsland is a native St. Louisan. He also was brought up in this line. Mr. Douglas came from Pittsburg in 1863, and was employed by the old firm until 1868, which is the year in which he acquired his partnership interest.

It is now, as will be seen from the foregoing account, forty-one years since Kingsland & Ferguson began operations. Their works were first at the corner of Second and Cherry Streets. By 1856, prosperity had so far attended their efforts to obtain patronage by first-class work, that they were compelled to remove their manufacturing department to the situation in which the works now are. But the establishment was not then the striking one it has since become, for in the meantime, between 1856 and date, addition after addition has been made until two entire squares of ground are occupied by the incorporated company's shops—the blocks from Eleventh to Thirteenth Streets.

The Kingsland & Ferguson M'f'g Co. is a manufacturer of Agricultural Machinery. It employs over 400 hands, and has a trade extending from one boundary of the Union line to



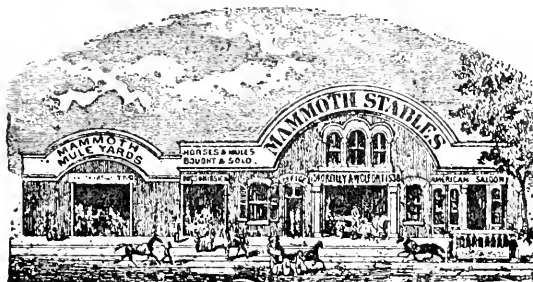
the other. In fact, it has also an export trade, Mexico, South America and the Spanish-speaking countries favoring it also with orders. Its specialties are so many and so varied that it would require a volume almost the size of this one to enumerate them; suffice it to say that the catalogue of the works includes saw mills, all sizes, complete with or without power, portable agricultural engines, stationary engines of all dimensions, boilers, edgers, shingle machines, lumber wagons, lath mills, threshing machines, horse powers, cotton gins, cotton presses, cane mills, corn shellers, corn and wheat mills, saws, pulleys, files, plow castings, etc.

The accompanying cut is a representation of the company's works. The picture shows one of the most useful and important of the many industrial establishments of St. Louis.

REILLY & WOLFORT.

The Mammoth Stables and Broadway Mule Yards: Stables 1538 and 1540 Broadway; Mule Yard, 1500 to 1508 Broadway

St. Louis is now the greatest mule market in America, and, for the matter of that, in the world. The Western mules are considered the best of their kind, being a heavier-boned, hardier and more serviceable animal for all purposes than any raised elsewhere. The attention



paid to the rearing of that sort of stock long since brought the Missouri-bred mule into demand and made St. Louis a headquarters for the trade, and of late, such has been the course of events that contracts made elsewhere have ultimately to be filled here. Items are now frequent in the newspapers of purchases for account of foreign governments, etc., made through such dealers as those of whom this account treats. Messrs. Reilly & Wolfort's yards have been established about thirty years. Originally their quarters were much smaller than now, but by fair dealing and business-like methods they have built up a patronage that requires for its accommodation extraordinary room. Within the past two years they have been compelled to purchase adjacent premises so as to do a business now rising the sum of two millions annually and probably nearer \$2,500,000; for now they have customers all over the face of the earth, and ship constantly to London, Paris and other European centers. Including the yards opposite their old place, they occupy about three blocks of ground in all. The different stables will comfortably hold at one time 2,000 head of horses and mules. The firm handle yearly between 15,000 and 20,000 head of stock. Choice can always be made here, and extra fine and large mules and horses can be obtained, suitable for city, plain and plantation use. Having acquired a reputation for square and honorable conduct in all transactions, Messrs. Reilly & Wolfort are careful of it. Indeed, a concern with the business that this one has, and selling so largely on commission, must have stringent rules for the protection of purchasers as well as of those who sell. An establishment of this sort is always the safest to trade with.

NATIONAL TUBE WORKS CO.

J. O. Converse, President, Wm. S. Eaton, Treasurer, P. W. French, Secretary, Boston, Mass.; J. H. Flagler, General Manager, New York; E. C. Converse, Assistant Manager, McKeesport, Pa. St. Louis Branch House, 802 North Second Street; O. D. Delano, Local Manager. Manufacturers of Wrought-Iron Pipe and Boiler Tubes; Artesian, Oil and Drive Well Tubing and Casing; Pumps, Columns, etc.; Mack's Patent Injectors.

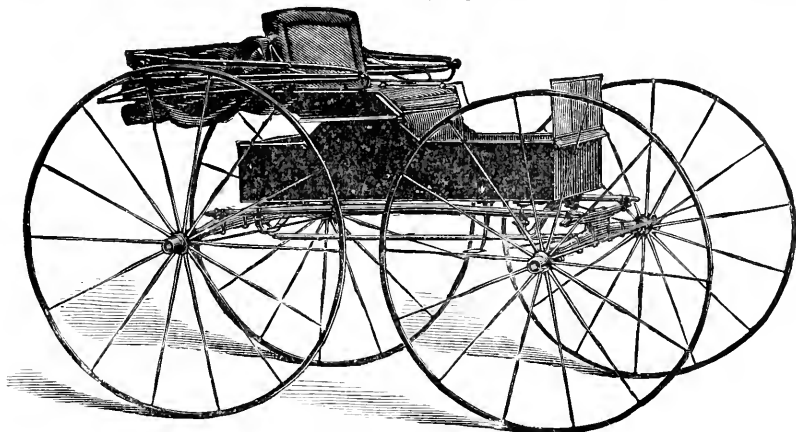
The National Tube Works Co. is a Boston enterprise, and the main offices are located there. The works however are at McKeesport, Penn., near the city of Pittsburgh. They cover thirty acres of ground and give employment to 3,000 men. This company is the largest manufacturer of wrought-iron pipe in the world.

The St. Louis house is the supply depot for the Western, Southwestern and Southern country. It was established here in January, 1884. Although no manufacturing is done by it, it has sufficient patronage to keep ten men busily employed. Mr. Delano, the manager, has already popularized the house by his management. He is a thoroughly well posted and an obliging gentleman.

ST. LOUIS CARRIAGE MANUFACTURING CO.

Phil. Yeckel, Jr.; Henry Appel, Superintendent; John Kempa; Manufacturers of Carriages, Barouches, Buggies, Spring Wagons, etc.: 413 and 415 Spruce Street

This is a new corporation, organized only during the present year, but the incorporators are practical men, who have separately had a number of years' experience in the different departments of this important industry. Mr. Phil. Yeckel, Jr., learned his trade and obtained special proficiency in the wood-work of carriage making while employed for thirteen years with the house of Fred. Yeckel. Mr. Henry Appel, the Superintendent of the new company, and devoting special attention to the blacksmithing department, is the same who manufactured



carriages on South Broadway; and John Kempa was, for some time, connected with the Henry Timken carriage works.

Thus the combination is a strong one in practical experience, and having ample resources as well, the company has all the elements of success. Already a large local trade in all kinds of work in this line has been worked up, and the three-story building, 413 and 415 Spruce Street, occupied by the firm, has become a hive of industry. The establishment already employs twenty-five skilled hands.

THE ST. LOUIS AND MISSISSIPPI VALLEY TRANSPORTATION COMPANY.

Henry C. Haarstick, President; Henry P. Wyman, Secretary; Austin R. Moore, Treasurer: Office, Cotton Exchange Building; also on Wharf-Boat, foot of Elm Street.

Organized in 1866, and consolidated with the St. Louis and New Orleans Transportation Company in 1881, this corporation has such relations, not alone with the trade of St. Louis, but with the commerce of the whole Mississippi Valley as well, as to make its name as thoroughly well known as it is appropriate. It is the principal freight carrier on the great river. In bulk grain and heavy packages it has a greater traffic than any other of the water routes. Indeed, supplying, as it does, facilities for the trans-shipment of the staples to the seaboard, its importance is national as well as local.

This company now employs 12 towboats and 100 barges in its service, and is constantly increasing its fleet with the steady expansion of its already enormous patronage. It maintains offices for the accommodation of shippers at all the principal points on the river. These are:

At New Orleans, La., W. R. Frisbie, Agent; Cairo, Ill., J. W. King; Memphis, Tenn., C. M. Espy.

Directly and indirectly, afloat and ashore, this corporation employs about 2,000 men. It has 400 engaged in and about St. Louis alone. It has 15 boats that each require 40 hands to run. The following figures, in addition to the above, illustrate perhaps more readily the extent of this company's traffic. Twenty of its barges have a carrying capacity of 1,200 tons each. There are five with a capacity of 1,400, and the rest carry 1,600 tons and over. Barges No. 100, 47 and 46 are the largest, each having a capacity for 65,000 bushels of corn. When it is remembered that for every five or six barges there is a tug, and that shipments are

made two or three times a week, and at some seasons daily, an idea of the immense business done by the company may be obtained.

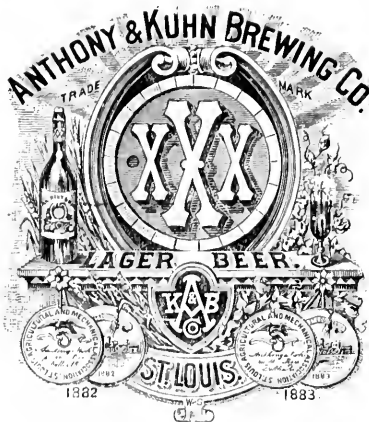
Capt. James Good succeeds the late Henry Lourey as Superintendent. He is thoroughly well qualified for the task. Mr. Henry G. Haarstick, President of the Merchants Exchange, and notable also in many other public enterprises, is the President and Managing Director of the Transportation Company. Under his management the affairs of both the company and its patrons have been conducted with foresight, breadth and liberality.

ANTHONY & KUHN BREWING CO.

Henry Anthony, President; Francis Kuhn, Treasurer; Fred G. Schoenthaler, Secretary: Office and Brewery, Sidney and Buel Streets; Depot and Salesrooms, 110 and 112 North Broadway.

The reputation of St. Louis made lager beer as pure, healthful and nutritious, has become well established wherever that beverage is imbibed. Of late years, too, a very large export trade in bottled beer has grown up, this market supplying not only a large portion of the States and Territories, but exporting to foreign lands to no inconsiderable extent. In 1867, Henry Anthony and Francis Kuhn, both practical and experienced brewers, established themselves in St. Louis in a small way, as compared with their present vast enterprise, and their product so grew in request and popularity that it became necessary to greatly enlarge their facilities. Their brewery, which now covers a block, with buildings including every modern convenience and facility, is on Sidney and Buel Streets, and their up-town depot and salesrooms on Broadway are likewise extensive. Over 100 men are employed in the several departments. In 1883, it was deemed best to incorporate under the State law, and with the addition of Fred G. Schoenthaler, as Secretary, the Anthony & Kuhn Brewing Company was formed, large in experience, facilities and resources. For the excellence of its product, the company has taken various premiums at exhibitions and fairs over the brands of other manufactures. The annual business of the

corporation has increased to about three-quarter million dollars, and in the specialty—bottling beer for export—about 300,000 kegs a year are utilized. Twenty delivery wagons are constantly employed in supplying the city trade with keg and bottled beer, and the XXX brand and trade-mark are everywhere known and recognized. The prosperity of the company and the extension of its business are due to the practical character and the energetic efforts of the executive officers, President Anthony, Treasurer Kuhn and Secretary Schoenthaler.



THE WESTERN FORGE AND TOOL WORKS.

J. H. Wyeth, President; J. W. Williams, Vice-President; Manufacturers of Railroad Track Tools and Forgings, Oil and Artesian Well Drilling, Quarry and Mining Implements, Solid Box Vises, Engine and Machine Forging, Bridge and Roofing Bolts; Cor. Collins and Ashley Streets.

This company moved into its new Collins Street Building on the 1st of April last. The new premises, having been especially prepared for the company's occupancy, are complete in all the most recent appliances for the prompt execution of forging and heavy blacksmithing. The building of new works, and incorporation under the State law just prior thereto, together indicating a prosperous and expanding business, which seems to be verified by the general appearance of the establishment. To the eye of the onlooker all is bustle and activity at 1220 and 1222 Collins Street. A dozen or more skilled mechanics are performing, with the aid of lately improved machinery, what double that number would be required for some time since and, in fact, are engaged upon in old-fashioned concerns.

Particular attention is paid at these works to the manufacture of railroad track tools, forgings and well-drilling tools. Having been doing this sort of work for five years, they have acquired a most excellent run of custom for it from the South and West. The Western Forge and Tool Works succeeds the firm of J. W. Williams & Co. (J. W. Williams and J. H. Wyeth). Its paid-up capital is \$5,000. Its annual business is twenty times that sum.

THE KRAFT-HOLMES GROCERY COMPANY.

J. C. Kraft President; J. R. Holmes, Vice-President; J. W. Scudder, Secretary; 614 to 620 North Fourth Street; 613 to 619 North Third Street.

The firm of Kraft, Holmes & Co., to which this company is successor, began merchandising here in 1872. The magnificent structure occupied by this house, and shown in the illustration on this page, gives perhaps a fairer idea of the extent and scope of the opera-



tions of this establishment than any description. The authorized capital of the corporation is \$150,000. Two years ago, prior to the incorporation, removal was made to these grand premises, which had been especially constructed for the business of the house, so as to have all possible facilities for the successful prosecution of a trade reaching all over the Western and South-western sections of this country, and notable even so far distant as New Mexico.

No business house of its line in the West can advance greater claims for the public favor than this one. It has a most creditable history. Its record has been that of a house liberal toward its patrons, and straightforward in all its dealings. It is known to have sufficient capital and resources for any emergency of the times, and is one of those concerns that conducts its affairs upon modern and spirited methods. This assertion is best illustrated by the fact that of its forty-five employees eighteen are traveling men. It is a model of progressiveness and speed.

A. H. DEWES & CO.

Wholesale Dealers in Furnishing Goods, Notions, Table and Pocket Cutlery, Stationery, etc.:
420 North Sixth Street.

This firm was established about a year since at its present location, and within that space of time has built up a large and profitable trade. Both partners are experienced business men, the senior, A. H. Dewes, having been of the firm of Haggerty & Dewes, in the general auction business here for nearly twenty years, and his present associate, Mr. Wm. J. Kenefick, having been connected with the same old house until engaged in this large field of usefulness and profit.

Their premises, at 420 North Sixth Street, consist of three stories and a basement, well stocked with furnishing goods, notions, table and pocket cutlery, and other wares of general use, all of the best quality and afforded at reasonable prices. Five assistants are required in pushing trade, which is not only large in the city, but includes leading dealers throughout the South and West; and with the energy, experience and enterprise of the firm may be expected to largely increase continually.

REDMOND CLEARY & CO.

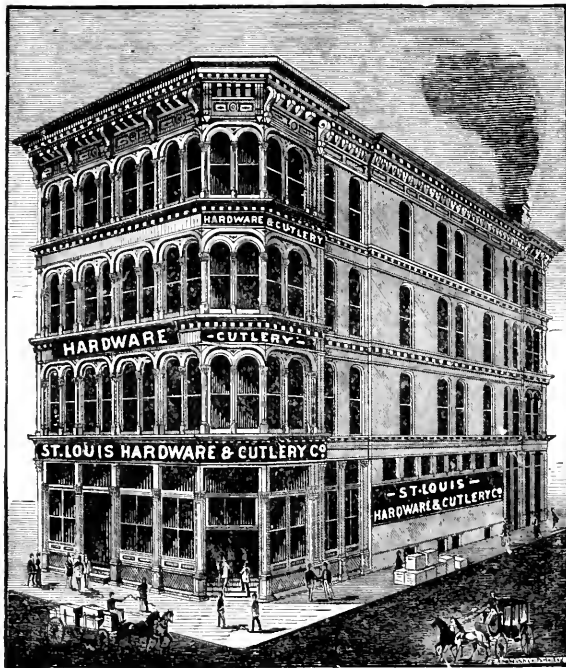
Commission Merchants: Offices in Chamber of Commerce, Room 124; Warehouse, 26 South Commercial Street.

This well-known house, having offices in the Chamber of Commerce, Chestnut St. side, and warehouses at No. 26 South Commercial Street, was established in 1865 by the firm of Cleary & Taylor. Mr. Cleary is now sole proprietor of the business. Having been a resident of St. Louis for thirty-six years, Mr. Cleary is pretty thoroughly identified by property interests, family connections and other ties with the general progress of the city. He has a

wide acquaintance, and has often been solicited to accept public office, but has invariably declined, as much from disinclination for the notoriety attached to it as because of the pressure of his business affairs on his leisure. These facts are instanced to illustrate just how busy a man he is. An annual business of \$1,500,000, the direction of a trade with Kansas, Iowa, Nebraska, Wisconsin, Illinois, Kentucky, Tennessee, and the interior of this State (requiring 25 employes, whose wages are \$2,000 a month, and the handling of 30,000 car-loads of grain and hay yearly), make no small task for one man. Nevertheless, Mr. Cleary has discharged all his obligations and performed all the commission services entrusted to him for twenty years with signal success and to the entire satisfaction of his patrons. He is popular on 'Change for many clever traits.

THE ST. LOUIS HARDWARE AND CUTLERY CO.

Exclusive Jobbers of Hardware and Cutlery; Western Depot for A. B. Hendryx & Co.'s Bird Cages: 527 and 529 North Main Street, Cor. Washington Avenue.



This widely known concern, incorporated under the name which is the caption for this account April 15th, 1882. The house will be recollected as formerly located at 514 Locust Street (prior to 1883). This company is a strong one. Its capital is \$90,000; its annual business with Illinois, Missouri and the home market probably \$300,000. The twenty-five employes of the house draw in salaries something like \$20,000 a year. The officers of this company are Louis H. Kallemeier, President; Henry Garlich, Vice-President; Wm. Capelle, Treasurer; August Boeger, Secretary—all of them gentlemen who have lived long in the community, and who are thoroughly up in the line in which they have their capital invested. The managing officials of this company are particularly accommodating and accomplished tradesmen, who will be found by intending purchasers most

satisfactory principals to deal with.

THE BARNHART MERCANTILE COMPANY.

Jobbers of Foreign Fruits, Foreign and Domestic Nuts, Canned Goods, etc.; Specialties—Oranges, Lemons, Cranberries, Peanuts, Pecans; 406 and 408 North Second Street.

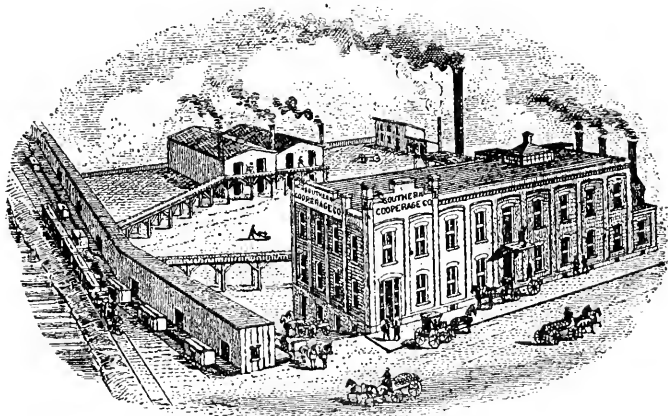
This house has been established about eight years and has been incorporated over two years. Before the incorporation it was known as the house of Wm. R. Barnhart. That gentleman is now the President of the Mercantile Company, with Cary L. Barnhart as Vice-President and Treasurer. H. P. Miller holds the office of Secretary for the company. The Barnhart Company has transactions yearly running up in the neighborhood of \$400,000. Twenty-five employes are required by the house to attend to its sales and shipments. Indeed, the salaries alone amount to nearly \$20,000 a year.

The handling of oranges, lemons and foreign fruits has been made a specialty by this house. That the management has displayed excellent judgment in the selection of these perishable commodities, is shown by the confidence which shippers and purchasers have in this establishment. Consignments, advances and like operations of the produce market had with this house may be relied on to be strictly business-like, advantageous and reliable.

THE SOUTHERN COOPERAGE COMPANY.

Leonard Weindel President and Superintendent; G. A. Will, Vice-President; J. A. Weindel, Secretary and Treasurer; Henry Frederick, Assistant Superintendent: Manufacturers of Barrels, Kegs and Well Buckets. Office and Factory: 110 Victor Street; Stave and Saw Mill, at Corning, Ark.

This extensive establishment was founded in 1864, as the Weindel and Wirthlin Manufacturing Co., the latter named gentleman being the inventor of the first steam machine for keg making, also the first wheel stave jointer, in the world, which proved a success. In 1884



the enterprise was incorporated under the name of the Southern Cooperage Company, manufacturers of tight cooperage, such a barrels, kegs and well buckets.

It is a very extensive corporation, doing large business all over the United States, and utilizing 300x240 feet of ground in St. Louis, as well as an immense tract of land at Corning, Ark, wherein is erected a stave and saw mill; for the company saws all its own staves, employing ninety men in that department of the enterprise. The works in this city comprise a main building 54x150 feet, and two stories high; two drying houses 30x40 feet each, and an iron-clad warehouse 20x300 feet, and two stories high. Railroad tracks run by the works, rendering the work of loading much easier. There are engines, boilers and a variety of machinery adapted to the purpose. The hands here employed number seventy, and the works can turn out from 2,000 to 3,000 kegs daily of every variety. President Leonard Weindel is one of the founders of the enterprise, and his associate officers named above also possess practical knowledge of the process of manufacturing, added to business enterprise and ability of the highest order. The establishment is a credit to the company, to St. Louis and to the West.

THE HUSE & LOOMIS ICE AND TRANSPORTATION CO.

W. L. Huse, President; Jas. L. Huse, Vice-President, Secretary and Treasurer; Wholesale Dealers in Ice: 409 Washington Avenue, Second Floor.

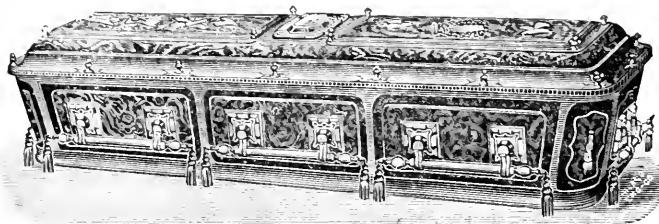
Three years ago this company succeeded the firm of Huse, Loomis & Co., which had been operating for some twenty odd years. The establishment is the greatest in its line having St. Louis for a headquarters. The company supplies with ice about all of the Mississippi Valley from here to New Orleans. The ice is cut by it at Peru, Kingston and Beardstown on the Illinois river; at Alton and Louisiana on the Mississippi; and at Clear Lake, near Springfield, Illinois. In winter, when the company is cutting, some 2,000 men are employed by it, occasionally 2,500 being in its service. It has a paid up capital of \$550,000. Ice houses are maintained by it in St. Louis for storing the product brought from the headwaters of the Illinois and the Upper Mississippi at the following points: Cass Avenue and Barton Street, wharf boat foot of Clark Avenue, also at the railroad line corner Tenth and Poplar. The yearly cut of ice by this company is about 200,000 tons.

As its name indicates, this company also does a heavy transportation business with barges. It does towing in all the Western waters, and is equipped for this service with six towboats and about fifty barges. From the standpoint upon which this record is based, this must certainly be regarded as the representative concern of the trade here.

THE MOUND COFFIN CO.

F. H. Logeman, President; Wm. H. Logeman, Vice-President; L. G. Kregel, Secretary; Manufacturers of Wood Burial Cases and Caskets and General Undertakers' Supplies;
2000, 2002 and 2004 N. Second Street.

Much has been said and written of late years concerning the expense of interment, and possibly there is room for censure where the display of funereal grief has assumed the extravagant form of indulgence in very expensive metallic caskets by those who can ill afford



the outlay. Yet, it is meet and proper that due respect should be paid to the memory of loved ones, upon their departure; and this tribute can be paid in due and proper form without necessitating an extravagant outlay beyond the means of

the surviving and sorrowing relatives, and with due regard for such becoming display as is entirely compatible with the circumstances of the family.

These reflections, upon a subject in which the entire human family have an interest, are suggested by a visit to the mammoth establishment of the Mound Coffin Company, at 2000, 2002 and 2004 North Second Street, where were seen wood burial cases and caskets, as fine and attractive in appearance as the best metallic casket used by the most opulent, and afforded at a much less figure.

This company was established in 1882 by Messrs. F. H. Logeman, Wm. H. Logeman and L. G. Kregel, its present President, Vice-President and Secretary, respectively. For a new enterprise it has been remarkably successful, already aggregating over \$175,000 in trade annually and employing eighty skilled hands in the factory. Here the main building is 75x120 feet, six stories high, while the engine and dry rooms (30x72) are two stories high. The engine is 100 horse-power, and there are two boilers. Cloth-covered caskets, very ornate in appearance, are made a specialty of, and the trade is now established all over the United States. The company's establishment is the largest in the country west of the Mississippi, and will turn out five hundred coffins a week. President Logeman is also President of the F. H. Logeman Chair Manufacturing Co., a Director of the German-American Bank, and holds a like position in the Manufacturers Insurance Co. W. H. Logeman, Vice-President, holds a similar position in the Chair Manufacturing Co., while Secretary Kregel is also well-known in business circles, and has been connected with the industries of St. Louis for a number of years. All three are well-known in commercial circles as active, energetic business men, entirely deserving their prosperity.

A. McDONALD & BROTHER.

The St. Louis Steam Forge and Iron Works; Manufacturers of Railroad Work, Car Axles, Cranks, Connecting Rods, Frames, Pedestals, and every description of Locomotive Forging, Steamboat Work, Cranks; Shafts, Beam Straps, Cross-heads, Sugar Mill Shafts, Tobacco Screws, etc.; corner Main and Miller Streets.

In this work, designed to convey to the reader some idea of the industries, resources and commercial relations of St. Louis, the aim has been to give consideration only to such establishments as may justly be regarded as active elements in advancing the general prosperity. In pursuance of that intention, there has been frequent occasion during the course of this compilation to direct attention to the superiority of many local manufactories, and to submit facts showing that in the several branches of industry there are establishments here that compare most favorably with the largest and best concerns of the same sort elsewhere. McDonalds' St. Louis Steam Forge and Iron Works is one that is entitled to this distinction. It is really the oldest forge in the city, that is to say it is the one that has been longest in continuous operation. It was founded in 1855 and by its present owners; that is, Mr. Alexander McDonald came to St. Louis in that year to start the business, and Gabriel L. C. (his brother) joined him a year later. Of course their first operations were not upon any such scale as at present. But as time passed and trade was developed in this region it had a healthful growth, and by excellent management was developed into a great and prosperous manufactory. The forge and the accompanying premises cover an area of 310 by 300 feet, one

Howe truss building at the corner of Main and Miller streets being 270 by 130 feet. The wages of the 300 hands employed in them average \$10,000 per month. The premises are one compact mass of expediting and labor saving machinery. There is hardly a corner of the West, the South and the Northwest, where heavy machinery is used, that these works have not patrons. They certainly do the greatest business of any in the neighborhood of St. Louis.

The principal manufactures are bar iron and railroad axles. A specialty is made of shafts for all purposes. Of iron and iron work about forty tons per day is the average output. The plant of the works includes six steam axle hammers and five axle lathes. The facilities are complete and good for an output also of 250 finished railroad axles daily. It must be evident from this brief account that the McDonalds have shown more than ordinary enterprise in the conduct of their affairs. A thirty years' record is not lightly to be gainsaid.

PEABODY & STEARNS.

Architects, of Boston; St. Louis Representative, P. P. Furber; Turner Building, 304 North Eighth Street; Boston, 60 Devonshire Street.

Messrs. Peabody & Stearns, architects, of Boston, have been represented in St. Louis for two years or more by Mr. P. P. Furber, who was their Colorado agent before he came here. Peabody & Stearns have a national reputation. The Turner Building in this city, if they had done nothing more, would be sufficient to establish them in the front rank of their profession. But they have planned and built other magnificent structures in this vicinity that prove this is not an exceptional or accidental hit that they have made. The Church of the Messiah, the new St. Louis Club House, the Art Museum on Lucas Place, the Pickwick Theatre, the West End, the Burrell-Comstock building, and numerous other fine works attest their skill and varied accomplishments. They perform services in their line for any part of the country and upon reasonable terms. Mr. Furber is prepared to act for them in any part of the Western country.

F. H. LOGEMAN CHAIR MANUFACTURING CO.

F. H. Logeman, President; Wm. H. Logeman, Vice-President; C. A. Logeman, Jr., Secretary; Manufacturers of Cane, Reed, Wood Seat and Split Bottom Chairs; Salesrooms, 1121 and 1123 North Sixth Street; Factory, Corner Main and Madison Streets.

One of the earliest writers, treating of the time when people began to sit at the table instead of reclining, as is still the Oriental custom, dates many wonderful events as coming in with "the chair era of civilization," as he quaintly phrases it. But it would have puzzled even the weird imaginations of the early writers to conceive of the number of chairs now daily made and used. Indeed, chair making is a much larger interest than even those of the present day who have not made special investigation of the subject can imagine.

The development of this interest in St. Louis has been very large. For instance, the F. H. Logeman Chair Manufacturing Co.'s factory, when running full force, employs 300 hands, besides effective machinery, and can turn out 500 dozen of chairs—of their special make, with seats of one solid piece—in a single week. The history of this mammoth corporation, now doing a business of nearly a quarter a million a year, is an eventful one, and may be briefly recounted: In 1853, Mr. F. H. Logeman, the President, established himself in this line, and two years later admitted to partnership Mr. Conrade, the firm being Conrade & Logeman up to 1883, when Mr. C. retired, and the firm was succeeded by the present corporation, with F. H. Logeman as President; W. H. Logeman, Vice-President; and C. A. Logeman, Jr., son of the President, as Secretary. Thus the establishment remains at present, and has extended its trade all over the United States and into Canada and Mexico, shipments being made generally in car-load lots, several in a week. The factory is the oldest in the city and largest in the West.

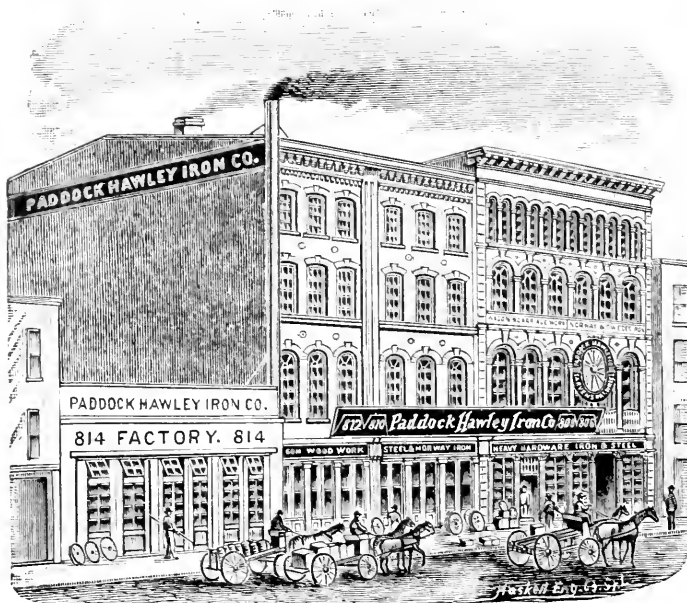
The factory on Main Street and Madison covers a block of ground. There are three buildings and several dry-houses and a saw-mill; for the company saws its own lumber, and makes up none but the best seasoned wood. One of the buildings used is seven stories high (75x75); the second, 76x100 feet, and six stories; and the third, four stories, 55x60 feet. There are three boilers and one engine, of 150 horse-power. The salesrooms at 1121 and 1123 North Sixth Street cover 42x145 feet, are three stories in height and well stocked with finished chairs or the various patterns and kinds made by the company.

President Logeman is also Chief Executive of the Mound Company, which he and his brother, W. H. (who is Vice-President), founded, and is a Director of the German-American Bank and of the Manufacturers Insurance Company. Secretary C. A. Logeman, Jr., is an active and energetic young man—one of the youngest in the city occupying so responsible a trust in an enterprise of such a large character and business importance.

THE PADDOCK-HAWLEY IRON CO.

G. Paddock, President; C. K. Paddock, Secretary; Manufacturers and Dealers: 806 to 810 North Main Street.

The capital of this company, \$350,000, is an indication of the enormous business transacted by it, which amounts to \$1,000,000 a year. The incorporation succeeded the house of Steer & Crawford, which was originally, upon its establishment twelve years ago, known



as Paddock, Leath & Co. Beside the immense stores maintained by this concern on Main Street and Levee, a large warehouse, in which their surplus stock is carried, is located on the line of the Wash Road, between Harris and Dock Streets.

This house has a patronage exceeded in volume by but few concerns of any sort in this vicinity. Its shipments go out into the whole territory from St. Paul to New Orleans, down into Mexico, and so far West as the Pacific slope. It is Western agent for the following

manufacturing companies:

Sandusky Wheel Company, Ullin Wood Work Company, Vernon (Ind.) Wood Work Company, Southern Spoke and Handle Company, Fairfield Rubber Company, Juniata Iron Nail and Steel Works, Horse and Mule Shoes, Horse Nails (Toe Calks, best made), Hartford Spring and Axle Company, Cleveland Spring Company, Cleveland Rolling Mill Comp'y.

THE CLAFLIN-ALLEN SHOE CO.

Arthur W. Allen, President; Henry W. Peters, Vice-President; Wm. F. Miller, Secretary and Treasurer; Manufacturers and Jobbers of Boots and Shoes: 704 and 706 Washington Ave.

This is an historic house, and the pioneer in the boot and shoe line in St. Louis. Organized nearly half a century ago (1838), the establishment has undergone some changes in firm name and location, and was once burned out; but the line of trade has continued the same, marked only by such changes as the fluctuation in the styles of footwear and an increased development of the trade interest demanded.

Founded by William Claflin, afterwards Governor of the Commonwealth of Massachusetts, the firm name successively was: Howe & Claflin; Howe, Claflin & Cook; Claflin & Allen; Claflin, Allen & Stindle; Claflin, Allen & Emerson, and Claflin, Allen & Co. The present year the establishment was incorporated under the name of the Claflin-Allen Shoe Company, with Arthur W. Allen—son of one of the earliest partners, and himself a partner for five years—as President; Henry W. Peters, for twelve years in the employ of the house, as Vice-President; and Wm. F. Miller, also a former salesman and clerk in the establishment, as Secretary and Treasurer. First located on Main Street, the house moved westward with the trade to its present location in 1876, but upon inauguration day the succeeding March was burned out. But the handsome five-story iron and stone front building, 704 and 706 Washington Avenue, was re-erected speedily, in all its architectural beauty, and the company has since occupied and well stocked it with boots and shoes of every conceivable variety, and all of great excellence. The basement of the building is utilized for the storage of rubber goods, the specialty of the

company in this direction being the unrivalled line of goods manufactured by the Para Rubber Shoe Company, of Boston, Mass., and embracing everything in the way of rubber boots and shoes for men, boys, women, misses and children.

It has constantly been the aim of the Claflin-Allen house to so keep up the standard of its wares that the trade-mark and stamp, "Western Hand-Made, Claflin, Allen & Co.," found on the soles of their shoes might conscientiously be relied upon as evidencing a good article. The founder of the house, Wm. Claflin, removed to Boston in 1845 and established Eastern connections for the house. In 1869, the same public spirit he had displayed here was recognized in his election as Governor of Massachusetts, but he continued interested in the St. Louis house up to the present year. The trade of the house in 1883 exceeded \$1,000,000, and is constantly increasing; principally in the West and to some degree in the Southwest. Fourteen salesmen who travel form a part of the office force, which ordinarily numbers about twenty-five.

THE AMERICAN WINE COMPANY.

Isaac Cook, President; D. J. Cook, Secretary; Office, Third and St. Charles Streets; Cellars on Cass Avenue to Garrison.

Triumphing for many years in ingenuity and practical industry over European nations, it has yet not been so freely conceded, until recent years, that America can compete in wine-making with the favored wine districts of France.

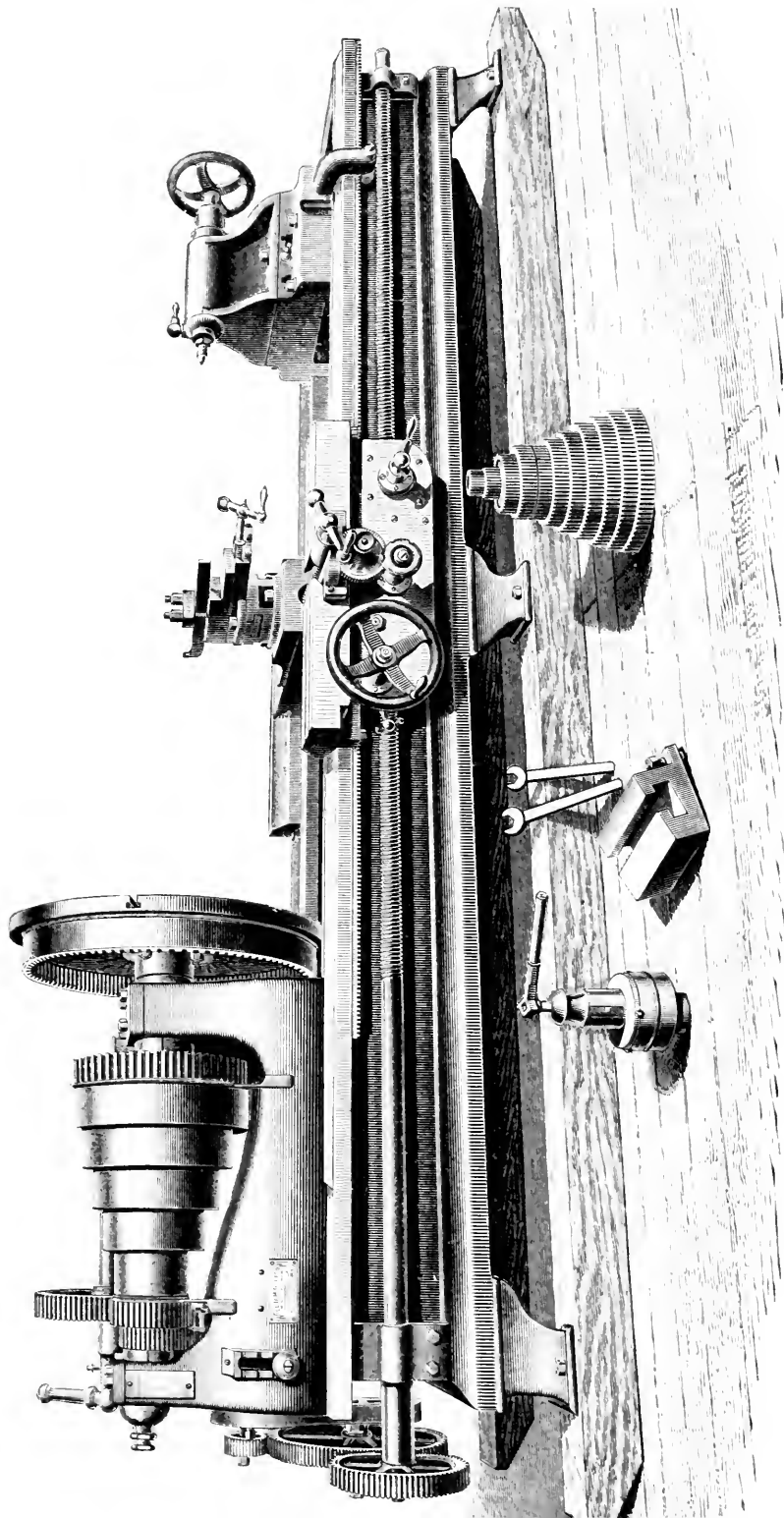
It was reserved for the genius, enterprise and capital of a St. Louis gentleman to establish that the wines of the finest vintages of France are fully equalled by Cook's Imperial Champagne, made here and drank with much satisfaction in all parts of the world by connoisseurs in wine. This beverage of unsurpassed purity and flavor is made by the American Wine Company, established by Hon. Isaac Cook, its President, in 1859, and now doing a business aggregating upwards of a quarter of a million dollars a year; and in the manufacture and sale covering a vast extent of territory.

How extensive this industry has become let the recital of a few statistics, gleaned from the books of the company, attest: The company purchases all its grapes in Ohio, and in Sandusky has a press-house, where the fruit is pressed and thence shipped here for curing and bottling. The cellars in St. Louis, which are the largest in the United States (for the company produces more wines and champagne than any other in the country), and are the best arranged for that purpose, having been built expressly of stone and the finest masonry work. From these cellars are shipped about three thousand bottles of "Cook's Imperial" daily; a majority, of course, to cities in this country, but considerable is exported, as the wine has taken premiums and awards at Expositions in Europe, and is kept in supply at the leading hotels and private wine cellars there, as here. Lord Chief Justice Coleridge, of England, while visiting America, evidenced a preference for this above all other wines, and on April 19th last wrote President Isaac Cook, enclosing a large order. But to return to the statistics: The company has a capacity for curing 150,000 gallons at one time; they have a hundred casks that run about 1,000 gallons each, and several with capacity of five to eight hundred. They employ their own coopers, who make these casks at the cellars. Besides their other under-ground space, they have storage capacity for one and a half million bottles, which is full at present, and, in fact, always full in season. Of the three cellars, two are about forty feet under the surface and the third fifty; all are in size twenty feet wide by eighteen feet high and the full length of the building, which is 150 feet. The company also has two ice cellars, 40x60 feet

and fifteen feet high, and the ice cellars above these will hold 500 tons each. The arrangements for corking are so complete that 10,000 bottles can be corked daily; and the machine for washing the bottles can dispose of 12,000 daily; in fact, that number is at present exceeded. One man can pack fifty cases of champagne daily.

The offices and salesrooms of the company are in the wholesale business district, Third and St. Charles Streets, and the cellars fronting on Cass Avenue 210 feet, run back 190 feet to Garrison Avenue. About forty men are employed in the various departments, the payroll averaging about \$500 per week. The business of the company continually increases in territorial extent and in quantity sold, and this is a source of pride to Americans.





THE SCHWAB CLOTHING CO.

Manufacturers and Jobbers; 803 Washington Avenue.

The principals in this house have had a long and valuable experience in the manufacture of clothing, having been in this line, in Memphis, Tenn., for fifteen years or more, under the firm name of Schwab & Co. They came to St. Louis in 1879, increasing their large Southern business by valuable acquisitions from the West. Their chief shipments are made to Arkansas, Texas, Mississippi, Tennessee, Missouri, Illinois and Kansas.

Anticipating the season of prosperity which dawns, especially upon the Southern States, the Schwab Clothing Co. have made unusual efforts to meet the requirements of the fall and winter seasons of 1885-86. Their factory is located at 801 & 803 Washington Avenue, where they have a large force of cutters and tailors constantly employed. We commend this house as worthy of confidence in every respect.

ANDREW WARREN.

Railway Supplies; Agent for the Otis Iron and Steel Co.; "Standard" Steel Tires; the Solid Steel Co.; Beland Track Drill Co.; Standard Track Jacks; Circular Track Gauges; 713 N. Second Street.

This gentleman's business is principally commission. As agent for the standard companies mentioned in the headlines to this paragraph, he has a first-rate business in all the Western and Southwestern States, together with transactions in other parts of the country.

Mr. Warren has been ten years in his present vocation. He is an old resident, and was well-known all over this section, even before his establishment of the house at 713 North Second Street, as one of the firm of Warren, Waterman & Co.

Contractors, manufacturers and others having dealings with Mr. Warren find him a most agreeable and satisfactory party to trade with, liberal as to terms, accurate as to accounts, and straightforward always.

HILL, CLARKE & CO.

Boston and St. Louis: Machinery, Machinists Power Tools, Brass Worker's Machinery, Steam Engines, Boilers and Pumps, Wood Cutting Machinery, Shafting, Belting and Supplies; 805 North Main Street.

Mr. Chas. A. Clarke is the resident Partner and manager of this house. Prior to the beginning of 1885, the house had been conducted as a branch house with an employe as manager. About that date Mr. Clarke came here to give it his personal direction.

This concern, it is admitted, carries on hand the largest, most complete, and most varied stock of engines and machinery of any located in the West. It is therefore well prepared to fill orders in that line with promptness and dispatch. Twenty years of continuous transactions have shown that its representations are always to be relied upon, and the St. Louis house has shown during the three years that it has been in operation, that it is thoroughly well managed in every particular.

THE GOODYEAR RUBBER CO.

Principal Office, New York City; St. Louis Branch: No. 400 North Fourth Street; G. B. Thomson, Manager; Dealers in all kinds of Rubber Goods.

Wherever the English language is spoken, and even among tribes in the tropics ignorant of our vernacular, manners and customs, the name of the Goodyear Rubber Company is well-known. Its wares have been potent agents of civilization in every clime. Goods of this manufacture are sold in every considerable city and town in the country, and, in the largest, branch houses are established.

The St. Louis house, a branch of the New York establishment, was founded here in 1866, and under the capable and energetic management of Mr. G. B. Thomson, the resident manager, has so increased its trade from a small beginning that the entire States of Missouri, Illinois, Arkansas, and the South have been made tributary to St. Louis in the purchase of all kinds of rubber goods. The establishment here, on the corner of Fourth and Locust Streets, 30x135 feet, occupies four stories and employs twenty-five salesmen and others.

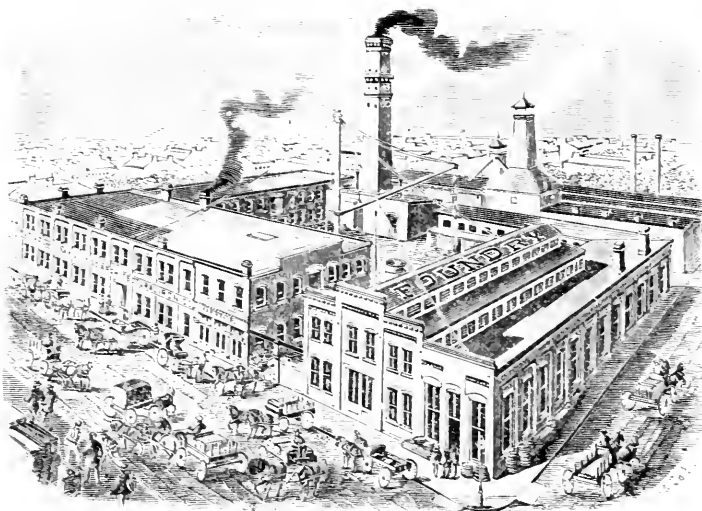
Mr. G. B. Thomson, the Manager, is President of the St. Louis Natatorium and connected with other prominent institutions of St. Louis. He was the leading spirit last year in arranging the great street illumination during Exposition and Fair week, and by his energy was suc-

cessful in overcoming the obstacle of the great expense attached to the gala occasion, by inducing other business men to join him in subscribing and collecting the necessary funds. During his twenty years connection with St. Louis business interests, Mr. Thomson has exhibited the largest degree of public enterprise, and is very popular among his fellow merchants. The Goodyear Rubber Company is fortunate in being so ably represented in the West.

THE MacMURRAY-JUDGE ARCHITECTURAL IRON CO.

A. J. Judge, President and General Manager; J. W. MacMurray, Vice-President; F. W. Judge, Secretary; Wm. Lennox, Treasurer; Manufacturers of Architectural Iron, House and Store Fronts a Specialty; Office and Works, Southeast Corner Twenty-first and Papin Streets; Branch Office, 92 Chestnut Street.

This establishment is one of the oldest as well as one of the largest connected with the iron industry of the West. It dates back to 1832, when it was founded by the father of the present Vice-President, that firm of more than half a century ago being MacMurray &



Pauley. Necessarily many changes in the membership of the firm took place with the lapse of time, and the increase of facilities has likewise progressed until the present company has buildings, machinery and other appurtenances of a large manufacturing enterprise covering half a block of space, as shown in the accompanying illustration, and employs an hundred or more

skilled hands constantly.

With these extensive facilities for architectural iron manufacture, and especially house and store fronts, the company has built up a very large trade in the city, throughout this State and Illinois, Texas, New Mexico, and the West and Southwest generally. Jail work is also one of the specialties of the company, and a large contract has just been made with the Jefferson City prison authorities. Another specialty is the making of the Farrelly & Judge patent double portable book case for records, libraries, etc. These cases are of sheet iron, very convenient, moveable and are in use in the Recorder's office, St. Louis; the Superior Court, Baltimore; and other places for the preservation of important records. They also manufacture the Pigott burglar and fire-proof iron shutter, and their own patent folding and extension iron gates and guards for vestibules, elevators, windows, etc., and these have received the highest commendation from the leading architects and builders of America. In fact, all kinds of iron work that can be used in house building is here made. The personal history of the company is a very interesting one: A. J. Judge, the President and General Manager, commenced as foreman of the works in 1857, and steadily progressed to his present exalted but fully merited position. His brother, Secretary F. W. Judge, is also a practical workman and has been with the company about seven years. Vice-President J. W. MacMurray, son of the founder, is Major of Artillery in the U. S. Army, which he entered in 1861, and is now stationed at Fort Canby, Washington Territory. Wm. Lennox, the Treasurer, is a practical iron founder, and is senior of the firm of Wm. Lennox & Co., who own a foundry at Mattoon, Illinois, where they reside. He learned his trade with Ross Winans in locomotive building, and had a machine shop at Columbus, Ohio. About four years ago he became interested in the MacMurray-Judge Company. The works of the company are at Twenty-first and Papin Streets, where the main office is also located; a branch down-town office being maintained at 902 Chestnut Street.

ISIDOR BUSH & CO.

American Wine Depot, 213 and 215 South Second Street: Vineyards and Grape Nurseries, at Bushberg, Mo.



The growth in favor of native wines is, in the Mississippi Valley, largely due to this old-established house and American wine depot. Originally founded in 1850, by Isidor Bush and Charles Taussig, Senior, the firm remained, up to 1862, Bush & Taussig, Dealers in Groceries and Liquors, but subsequently became Isidor Bush & Co., and since 1869 devoted attention to native wines, making that industry the specialty of the house. The enthusiasm of the founder of the establishment was shared by his son Ralph, and Louis Klein, who became in time his business partners, and the interest continued to develop. The establishment at 314 Elm Street was very complete, but it was destroyed by fire, and the firm at once commenced the erection of the magnificent four-story building now just completed at 213 and 215 South Second Street, and covering 28x160 feet of space. The substantial edifice was especially constructed with extensive arched wine vaults, adapted to the storage of large quantities of wines and liquors.

Mr. Bush, Sr., is a universally acknowledged authority on native grape culture, and, in connection with his son and Gust. E. Meissner, owns and manages extensive vineyards and grape nurseries at Bushberg, Jefferson County, Mo., where the fruit for his pure native

wines is grown. From these nurseries, Messrs. Isidor Bush and son and Meissner furnish the young vines for nearly all the vineyards of the country. They issue a "Grape Growers Manual" (Third Edition), which is highly endorsed by eminent horticulturists, and translations of their book on American Grapes were lately published in France, Italy and Germany. This valuable publication also contains hints on wine making. Mr. Bush is distinguished for his eminent social qualities, no less than for his public enterprise.

S. J. LANG & SONS.

Importers and Wholesale Liquor Dealers, and Manufacturers of Cigars: 205 North Main Street.

It is now some sixteen years since the senior member of this firm, then a successful merchant at Rolla, Mo., removed to St. Louis and established himself in the wholesale liquor line in the latter place. Thoroughly experienced as he was in mercantile affairs, he prospered none the less in his new and enlarged field, and to-day the house of S. J. Lang & Sons (for he has three sons in partnership with him) ranks with the first wholesale concerns of this vicinity in point of capital, credit, resources and transactions.

The sons have been five years members of the firm. Previously they were employed by it. All three of them travel for it. An idea of the immense trade enjoyed by this establishment may be got from the fact that from 20 to 30 men are kept constantly employed by it, their salaries ranging somewhere in the neighborhood of \$1,500 per month.

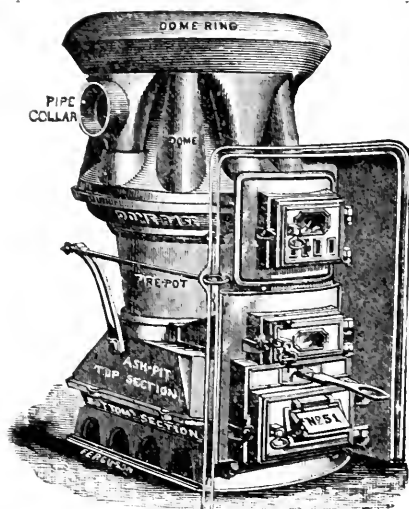
The patronage of the house comes mostly from Missouri, Arkansas and the Southwest, where its standard "Red Ribbon" whiskey is the favorite over all other brands. Besides this, however, the house carries at all times a full and complete stock of the finest products of the still and wine press, including all the leading brands of whiskies, brandies, champagnes, bitters and also mineral waters. The second and third floors of Messrs. Lang & Sons' premises in St. Louis are occupied by their cigar factory. None but experienced workmen are employed therein, and the choice productions of their labor are sold at the most reasonable rates.

Purchasers at a distance can rely upon it that their orders will receive careful, prompt and accurate attention, and that as fair treatment will be accorded them as is given to parties nearer at hand. Honorable methods only are characteristic of this house.

O'CONNOR & HARDER FURNACE AND RANGE CO.

J. J. O'Connor, President and Treasurer; A. Harder, Vice-President; J. H. Niederman, Secretary; Manufacturers of and Dealers in Furnaces, Stoves, Ranges and House Furnishing Goods, 615 Olive Street.

As a corporation this establishment has existed but a little over a year, but prior to that the President and Vice-President had composed the firm of O'Connor & Harder, and had operated in the same line of trade for ten years, with profitable result. In 1884 the com-



pany organized with a working capital of \$35,000, and an official directory composed of Ed. J. O'Connor, President; A. Harder, Vice-President; and J. H. Niederman, Secretary. In fall, when busy, the company employs about forty men, and the city trade, as well as that in the interior of this State and Illinois, is at all seasonable periods quite large.

Furnaces are the principal wares dealt in, and the establishment handles all of Fuller, Warren & Co.'s (Troy, N. Y.) make of goods for this State, including the celebrated Ruby, Pearl, Columbia and Crystal furnaces, in brick setting and portable form, suitable for the largest public or private buildings; also the splendid fireplace furnace, and the splendid base burner stoves and Diamond A ranges.

The company also keeps in stock all kinds of kitchen furnishing goods, table cutlery, etc. Messrs. O'Connor and Harder are both practical men, understanding the business in all its details. They give personal attention to contracts for public buildings and all large contracts; hence do the largest business in the city public buildings and private mansions they have so fitted are the Second Presbyterian and the Lafayette Presbyterian churches; St. John's and St. Laurence O'Toole's parochial schools; the Executive Mansion and the capitol buildings at Jefferson City; St. Vincent's academy; Gen. W. T. Sherman's residence; those of Ex-Mayor Overstolz, A. F. Shapleigh, F. G. Neidringhaus and others. President O'Connor is something of an enthusiast regarding the development of Olive Street as a business thoroughfare. He started the first stove store on the street, and is still persuaded that it will lead all others in the city. Parties contemplating putting in furnaces, or erecting new buildings, should not fail to call on the above well-established house. Catalogues will be sent free to any address on application.

THE HOLMAN PAPER BOX CO.

W. H. Holman, President; M. P. Holman, Secretary; J. B. Holman, Treasurer; Manufacturers of all kinds of Paper Boxes, No. 2 South Commercial Street, St. Louis.

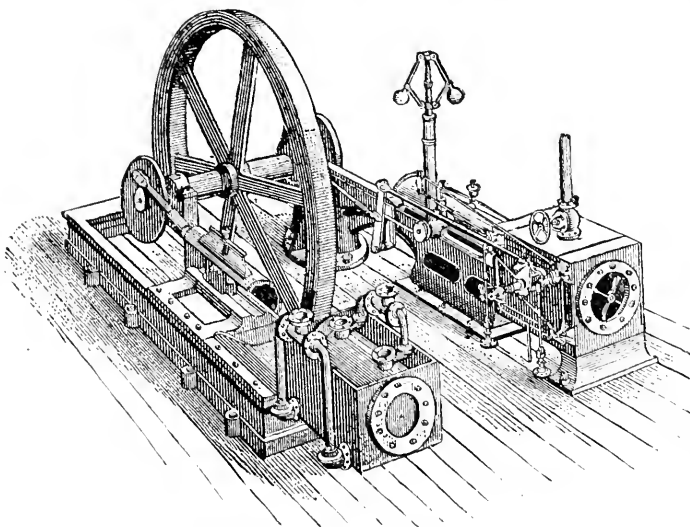
This company succeeded the King Patent Paper Box Co., which was organized in 1880, for the manufacture of paper boxes. The change of name was merely an incidental event, and did not in any manner affect the business affairs of the concern. Although this is a comparatively new establishment, the business now amounts to about \$75,000 a year, and is steadily increasing. There are about seventy-five hands employed by the company.

The market for the Holman Company's manufacture is found in all the country tributary to St. Louis. The marked ability with which the affairs of this company have been conducted is producing its legitimate fruits. Indeed, this is the largest Paper Box Factory West of the Mississippi River, and its products are second to none in quality. The company have recently added to their very complete machinery, immense box-covering machines which are the most valuable that have been invented for this line of work, and which secure to them an especial advantage, as they largely reduce the cost of production. This company owns the exclusive right to their use in St. Louis. Consumers of paper boxes will no doubt conserve their interests by giving this concern a call before giving new orders. Our knowledge of their superior advantages induces us to guarantee that their customers will be more than satisfied.

THE CONSOLIDATED ICE MACHINE CO., OF CHICAGO.

Manufacturers of Ice Making and Refrigerating Machinery; J. W. Skinkle, President; Wm Bushnell, Secretary; J. Koenigsberg, Assistant Secretary; Leo Rassieur, Vice-President:
Rooms 6 and 7, No. 919 Olive Street, St. Louis, Mo.

This establishment is a branch of the consolidated company bearing the name at the head of this notice. The managers here are Assistant Secretary Koenigsberg, and Vice-President Rassieur. The Chicago company is a consolidation of the interests and business of



Messrs. Skinkle & Bushnell, late President and Secretary of the Boyle Ice Machine Company of Chicago, and of Messrs. E. Jungentfeld, Leo Rassieur and Jos. Koenigsberg, late officers of the Empire Refrigerating company of St. Louis. The consolidated company is incorporated under the laws of the State of Illinois, with a cash capital of \$200,000. The Consolidated Ice Machine Company is engaged

in manufacturing ice making and refrigerating machinery for breweries, packing houses, distilleries, oil refineries, cold storage houses, dairies, soap works, and kindred industries in all parts of the world. Circulars and estimates are furnished by it upon application.

All the first-class breweries of the country now use refrigerating machines. It is about ten years since ice making machines were first marketed, and a year or two later the introduction of the first refrigerating machines took place. As is well-known this apparatus has revolutionized the brewing and other industries requiring a cool atmosphere for successful production. The consolidated company is prepared to furnish either the "Boyle Pattern" vertical machine, with single acting ammonia compressors, or the "Empire Pattern" horizontal machine, with double acting ammonia compressors. Its line of patterns covers both the adjustable cut off, slide valve form of engines, and also the latest improved Corliss automatic cut off valve motion. It guarantees all of its machines, both as regards materials and workmanship employed in their construction, durability, capacity of machine, and the maximum amount of fuel and water necessary to operate the same. It will replace, at its own expense, any defective materials or workmanship found in the construction of its machines, and in the event of the machine not fulfilling its guarantee will remove the same at no cost to the purchaser, and will refund any and all moneys that may have been received on account of same. It does not build a *cheap machine*, as regards first cost, but in the long run its machines have proven to be the cheapest machine in the market to the purchaser.

Machines have been furnished the following parties by this company since its organization and consolidation in September, 1884: Fred Opperman, jr., Brewer, New York, N. Y.; F. & M. Schaefer Brg. Co., New York, N. Y.; A. H. Warthman & Co., Packers, Philadelphia, Pa.; F. Schenk & Sons, Packers, Wheeling, W. Va.; Paul Reising, Brewer, New Albany, Ind.; P. Schoenhofen Brewing Co., Chicago, Ill.; Gottfried Brewing Co., Chicago, Ill.; Green Tree Brewery Co., St. Louis, Mo.; J. L. Hoerber Brg. Co., Chicago, Ill.; Schilling & Schneider Brg. Co., St. Louis, Mo.; Chas. G. Stifel Brg. Co., St. Louis, Mo.; Excelsior Brg. Co., St. Louis, Mo.; Muennig & Zuentner, Brewers, Joplin, Mo.; Crystal Ice Co., Little Rock, Ark.; J. L. Millsbaugh, Brownwood, Texas; National Brg. Co., San Francisco, Cal.; H. Weinhard, Brewer, Portland, Oregon; John Weihman, Brewer, Philadelphia, Pa.; Tennessee Brewing Co., Memphis, Tenn.

This company also built the machines used by the Southern Brewing Company of New Orleans, and by the following St. Louis breweries: Anheuser-Busch, La Fayette, Hyde

Park, Green Tree, Excelsior, Stifel's, and Klaussman's. Ice making machines have been shipped by it to Brazil, Mexico, Jamaica, and other foreign parts, where they are now in successful operation. Mr. Rassieur, of the St. Louis management, has taken the place of the late Mr. Edmund Jungenfeld, who devoted the best of his years towards the perfection of this class of machinery. Mr. Koenigsberg, now a resident of California, has special charge of the management of this branch. His time, however, is in part taken up in traveling for the company, he holding himself ready at all times, when desired, to visit such establishments as may be considering the advisability of procuring this progressive and indispensable improvement for their machinery.

THE MITCHELL FURNITURE CO.

W. Mitchell, President; W. J. S. Mitchell, Secretary and Treasurer: 607 North Fourth Street.

The house of Mitchell, Remmelsburg & Co., to which this company is successor, was established away back in the fifties. From 1864 until 1872, the year of incorporation, it was R. & W. Mitchell. This company manufactures and retails mostly for the local trade, but has a fair trade also with the country districts. The fire in the premises at Twenty-third and Lucas Avenue brought it to the present location in March last. Here they occupy five stories, and carry as large and varied a stock as any Western house.

• This business has been sufficiently successful to acquire an accumulated capital of \$155,000. That sum, too, was just about the amount of last year's transactions. Hereafter an attempt will be made to do a greater business, because now the company is under greater expense. From present prospects, there seems to be no doubt that such will be the case.

As an illustration of the capital and resources behind this concern, it need only be said that the senior Mitchell is the owner of the well-known Mitchell building property in St. Louis.

CASSIDY BROS. & CO.

Successors to "Irons & Cassidy and Scruggs & Cassidy," Live Stock Commission Merchants and Forwarding Agents: National Stock Yards, St. Clair County, Ills.

"With this issue" (March 27th last), says *Our Weekly Letter*, a little journal issued every Friday by the house of which this account treats, "the firm of 'Irons & Cassidy and Scruggs & Cassidy,' consolidated, goes out of existence—the co-partnership expiring by limitation—Messrs. D. S. Irons and M. D. Scruggs retiring from the business, both being in poor health."

The original firm, before the consolidation referred to, was Irons, Cassidy & Co.—A. C. and W. L. Cassidy and D. S. Irons, who began in 1868 at the Broadway yards, when the commission (live stock) business was yet in its infancy. The next year John T. Berry was admitted, and the firm so continued until 1872, when W. L. Cassidy withdrew and formed a co-partnership with M. D. Scruggs. Just about that time the great panic of 1873 swept over the country, paralyzing nearly every monied and business interest, from New York to California. The two firms prospered despite disaster to others. While banks and other monied institutions were forced to close their doors, their checks were taken by customers, and carried, in some instances, several months after business was resumed. When the good times returned the two firms joined hands and became one, under the firm name of Irons & Cassidy and Scruggs & Cassidy, consolidated, which was composed of the four original members, with two additions, in the persons of T. F. Timmons and N. M. Moody. That was the firm to which Cassidy Bros. & Co. are successors.

All of this firm are practical cattle-men. For convenience they have divided the management as follows: A. C. Cassidy and T. F. Timmons, cattle salesmen; N. M. Moody and W. L. Cassidy, hog and sheep salesmen; T. B. Patton, traveling and traffic manager. Mr. A. C. Cassidy has been prominent in the trade since his arrival here in 1868. Mr. Timmons came here in 1876. He has never been in any other line. Mr. Moody has had about the same residence here. W. L. Cassidy has been book-keeper for the firm, collector, hog and sheep salesman at different times since its foundation. "Irons & Cassidy & Scruggs & Cassidy" sold last year 240,000 hogs, 55,833 cattle and over 40,000 sheep, or about \$8,000,000 worth of business. Cassidy Bros. & Co. make, with their increased resources and combined patronage, about the strongest firm engaged in the line here. It may be remarked here incidentally, that this concern, under the various titles which it has had, has handled during the past sixteen years \$150,000,000 of other people's money, and it has never been said that one cent belonging to patrons has been withheld or diverted from its proper purpose.

NEWCOMB BROS. WALL PAPER CO.

Geo. A. Newcomb, President; Frank S. Newcomb, Secretary; Jobbers of Wall Paper, Curtain Materials, etc.: 303 and 305 North Broadway.

This enterprise dates back to 1852, and its parentage to Boston, Mass., where Mr. Norton Newcomb, Jr., was engaged in manufacturing wall paper and jobbing same. In 1864 the jobbing business was transferred to St. Louis, and the house was one of the first to locate upon the now popular thoroughfare—Broadway. Its growth since has been steady and rapid until the present time. It is now ranking as one of the first and largest in the United States in their specialties, viz.: Paper Hangings, Window Shades and Curtain materials generally. In addition to the five-story and basement buildings, 303 and 305 North Broadway, occupied by them as offices and retail salesrooms, they also occupy for storage purposes a warehouse, 90x160. Their business has extended to every city, village and hamlet in the South and West, and their reputation for always keeping the best of goods at the lowest prices "has become a household word." The house has sixty skilled employes, and their facilities for the rapid filling of all orders have made them a model for competitors.

CHESTER & KELLER MANUFACTURING CO.

E. S. Chester, President; Theo. Tamm, Vice-President; Geo. Keller, Secretary and Treasurer. Manufacturers of Handles, Spokes and Wood Work; Specialty of Wagon and Buggy Wood Work Parts: Victor Street, Northeast Corner of Main.

This establishment, the only one in this State that manufactures hard wood handles and spokes, was founded in 1870, by the Chester & Harris Manufacturing Company, but two years ago, upon the withdrawal of Mr. Harris, it was re-incorporated, under the name of the Chester & Keller Manufacturing Company, the founder of the house, E. S. Chester, remaining as President, with Theo. Tamm as Vice-President, and Geo. Keller, who had been with the old company ten years, as Secretary and Treasurer. The capable Superintendent, Charles E. Sargent, was also retained upon the re-incorporation of the company.

How extensive an enterprise this is may be judged from the following facts: The premises occupied cover 350x600 feet of ground, upon which is erected a two-story factory 100x150 feet, together with large warehouses and drying houses. Three boilers are used, two engines of 250 horse-power, and a variety of machinery. A hundred and seventy-five men are employed, and 5,000 axe-handles and 5,000 spokes are turned out daily. Twenty lathes are constantly moving, and taking all work together—including the specialties of hickory and oak handles and spokes—from 30 to 40 cords of timber are worked up daily. But besides, the St. Louis factory has four branches, at Idlewild and Mt. Glenn, Illinois, and Carbondale, Ill., and Oran, Mo., and these give employment to 150 men. A large force of men is constantly employed in the woods cutting timber, which is shipped to the St. Louis factory by river and rail. The aggregate trade of the company exceeds \$300,000 a year.

President E. S. Chester, founder of the enterprise, came to St. Louis from Mound City, Ill., where he inaugurated the work since so largely developed. Theo. Tamm, the Vice-President, is the chief executive officer of the St. Louis Wooden Ware Company. Secretary Keller is a thoroughly experienced and active business man, while Superintendent Sargent is an especially skilled workman in this line. So continues the enterprise in its career of prosperity, daily increasing in the extent of its trade and in the excellence of its wares, which are already staple and standard throughout the West, South and North.

THE PACIFIC WAREHOUSE CO.

L. A. Brown, President; Receiving Storage and Forwarding: Spruce Street, Ninth to Tenth, Two Blocks East of the Union Depot.

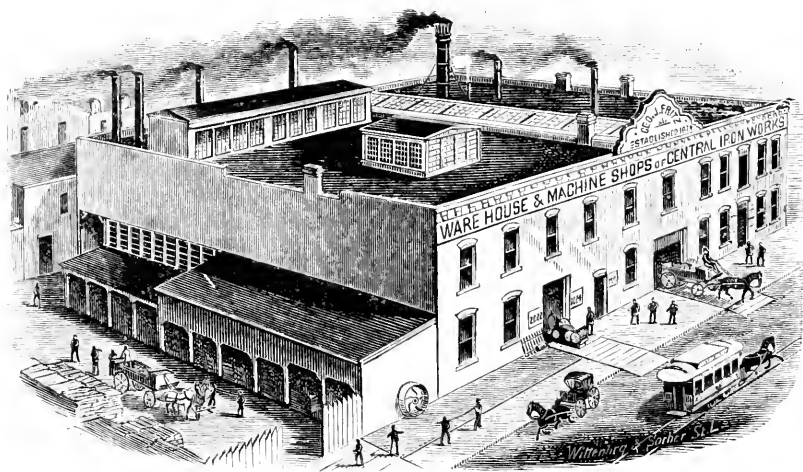
This company makes a specialty of transferring and forwarding machinery for the Eastern agricultural manufacturers and dealers, also of the storage of seed, wire, flour, etc. The railway tracks from the depot near by run right into this warehouse. It has greater storage capacity than any warehouse in St. Louis.

This is the same property that was formerly occupied by Ringo & Edmunds as a tobacco warehouse. President Brown was the founder of the Hamilton-Brown Machine Company, but has severed his connection with that concern. He has lived here more than twenty years, and was in the machinery traffic until he began to operate as the representative of the Eastern manufacturers (January, 1885). Insurance will be effected for patrons at the lowest rates. The warehouse is located on the bridge and tunnel tracks.

GEO. J. FRITZ.

Central Iron Works: Manufacturer of Patent Steam Engines, Doctors, Brewers' Air Pumps, Mill Gearing, Meal Moulders, Cotton Seed Hullers, Supplies, and General Machinery: 2022 to 2028 South Third Street.

As the illustration indicates, this is an establishment very large in the extent of its industrial works as well as in its trade. It is fitted up with a great variety of machinery, not only in the way of large boilers and powerful engines, but in extra large apparatus and tools for boring, turning and planing.



Yet the works were not always so extensive, for when Mr. Geo. J. Fritz assumed control in 1874 they were only forty feet front. Since then he has so enlarged them that they now occupy 150x145 feet, and are two stories in height. His is a wide range of manufacture, and includes engines, doctors, crushing rolls, coopers' machines, electric light engines (many of his own invention), and, in short, all kinds of machinery. Another special feature of the factory is the department for regrounding and corrugating millers' rolls, of which he will turn out six per day.

Many of the largest industrial establishments in St. Louis have been equipped with machinery by Mr. Fritz. He furnished the improvements in Wm. J. Lemp's brewery, the Anheuser-Busch brewery, and all the machinery except the engine pumps and ice machinery in the new Wainwright brewery. With a force of seventy-five men, he has so extended the trade of the Central Iron Works that it now extends all over the United States, reaches \$75,000 a year, and with the enlarged facilities can care for \$100,000 trade. Mr. Fritz is a practical workman, as well as possessed of rare ability in pushing business. He issues a trade catalogue, which is a decided work of art.

P. LEHMANN.

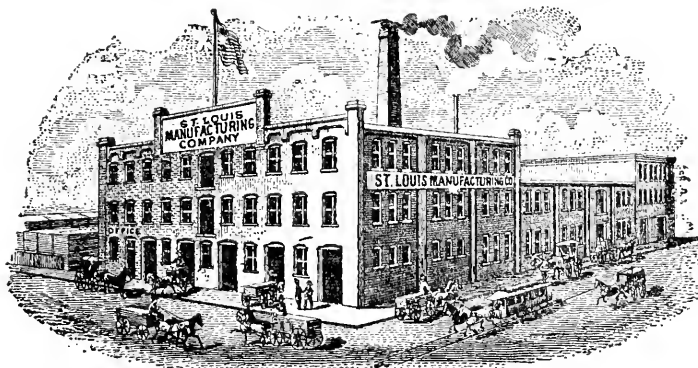
Beef Packer; Steamboats Supplied: 216 North Commercial and 210 North Levee.

Among the numerous industries that grow out of the river traffic, not the least is the one to which the subject of this sketch devotes himself. Thirty years back Mr. P. Lehmann was a clerk for Duncan Carter, Beef Packer and Steamboat Butcher. Four years later he ventured on his own account, and was entirely successful in establishing a first-rate business, which has since gradually but surely expanded until he has a trade amounting yearly to \$150,000 or more. Supplying the best of the river lines with meats, he is obliged to carry large stocks at times, and for this purpose his premises at the number and street as above are roomy and convenient to the water front. There, too, he has, for the better conduct and facilitation of his trade, an immense 50-ton refrigerator. The quality of meats demanded by the patronage he caters to requires an expert knowledge of the business, and this he is admitted to have. One of his specialties is the favorite Fulton Market Mess Beef, the prime characteristics of which are well known and equally well appreciated.

THE ST. LOUIS MANUFACTURING CO.

Chas. W. Behrens, President; John H. Douglass, Vice-President; N. C. Chapman, Treasurer; Henry Meyer, Secretary: N. W. Corner of Tenth and Mullanphy Streets.

The principals in this establishment are all of them connected by business interests with the great lumber companies of the city also, so that the mill has strong capital and resources behind it. Mr. Behrens, the President of the company, is also Secretary of the Schulenberg



& Boeckler Lumber Company; Mr. Douglass, the Vice-President, is Treasurer of the Knapp-Stout Lumber Company; Mr. Chapman, the Treasurer, is Treasurer of the Eau Claire Lumber Co.; Mr. Meyer is of the John Meyer Lumber Company.

The St. Louis Manufacturing Company's mill was first started about five years ago, as the Mullanphy Planing Mill. Although now run under a different name, it is still engaged in the manufacture of sash, doors, blinds, mouldings, brackets, door and window frames, and in builders' material generally. The employees number 125 men. The company finds its best trade in supplying city, Illinois and Missouri patrons.

Mr. A. Boetticher is Manager of this mill, and Mr. F. Lohse, Superintendent. The former gentleman is a New Yorker. He is entrusted with the company's financial affairs, whilst Mr. Lohse has charge of the mechanical departments. He attends to the manufacturing, makes contracts, buys for the company, etc. He has been with the company since they have been running the mill—two years—and is considered an expert in his line.

This mill undoubtedly leads all in its line here, both in the amount of manufactured stock carried by it, as well as in the extent of its annual transactions. A business exceeding \$200,000 a year is done by it.

THE WESTERN NAIL CO.

Principal Office at the Works, Belleville, Ill.; Gen. W. H. Powell, President and General Manager; C. Rienecke, Vice-President and Treasurer; H. L. Powell, Secretary; E. B. Powell, General Superintendent; Jos. I. Swan, St. Louis Agent: City Office, 118 Locust Street.

The figures of its production, expense, etc., given below, seem to verify the claim of this company that it is the greatest manufacturer of nails in this country. At the works in Belleville, Ill., fourteen miles distant from St. Louis, on the L. & N. R. R., 350 men are employed. The average monthly pay-roll is \$20,000. The production of nails is over 9,000 kegs a week, and the annual business transacted is rather above than less than \$1,000,000. For wages, iron and coal, the expense is in the neighborhood of \$30,000 per month. There are 154 nail making machines at these works, run by two immense engines, each sufficient to supply power to 100 machines. The engine that runs the machinery of the rolling mill is about 250 horse power. The iron worked up in a day amounts to 80 tons.

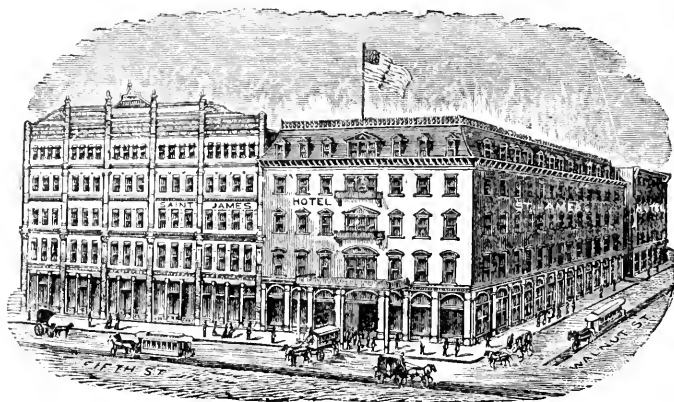
The manufacture of nails was commenced by Gen. Powell in September, 1882. From a beginning with but forty-five machines and \$50,000 capital, the plant and resources have been increased with the expansion of the trade, until now the company has 154 machines and \$200,000 capital. The Western company are making iron nails now exclusively, but will manufacture steel nails so soon as the demand becomes imperative therefor. The company, at present, can dispose of all the iron nails the works produce, the territory West of the Mississippi and in the direction of Memphis, Nashville and Knoxville offering an ample field. The surprising growth of the company's business proves the superiority of its productions.

The company is now erecting a steel plant for the manufacture of steel nails, and contemplates an increase of their productive capacity to equal 2,500 kegs per day as soon as this new plant is completed, which is expected to be in operation early in September, 1885.

ST. JAMES HOTEL.

Corner of Fifth and Walnut Streets: Thos. P. Miller, Proprietor.

Less pretentious in style than some of the other first-class caravansaries in St. Louis, and much more reasonable in its prices, the St. James Hotel is, at the same time, one of the most comfortable, convenient and home-like places of public entertainment in this section.



Most eligibly located, convenient to the leading theatres, and to car lines running to the public parks, gardens and fair grounds, it also presents the advantage of being conducted on both the American and European plans, so that the guest may choose a lodging-room and take his meals, at such hours as suit his convenience, at the well-kept restaurant of the hotel, or eat at the public

table at the regular hours for meals.

Established about fifteen years ago, it has passed through various hands, including those of A. S. Merritt, Ex-Mayor Brown, Col. Richard Boyle and others; but within the last three years, and under the energetic management of Mr. Thomas P. Miller, the present proprietor, the hotel has been enlarged and improved, as well as being advanced to a rank among the most prosperous and well-kept hostleries in the West. So enlarged, the St. James is 180 feet front on Fifth Street or Broadway, and 190 feet deep on Walnut Street; has 200 rooms and accommodations for from 300 to 400 guests. The employes number about an hundred, and the hotel is fitted up with all commercial conveniences, such as a telegraph office, news stand, elevators, etc. The hotel has some boarders, for it has great local popularity, but its patronage is largely transient, and the traveling public generally recognizes the advantages it affords, of first-class entertainment at the reasonable rate of \$2 a day.

SCHREINER, FLACK & CO.

Commission Merchants: 210 and 212 North Commercial Street.

Mr. J. Schreiner, who was formerly in the milling business at Manchester, Mo., and Mr. Chas. E. Flack, at one time an insurance agent at Jacksonville, Ills., are the partners in this house. The firm has been operating since 1880, with such success that, although it made but a moderate beginning, it now does a business of not less than \$600,000 a year. Grain and hay are said to be its specialties.

It has firmly established itself in a strong patronage in these staples. But few of the houses that compete with it enjoy so fully the confidence and esteem of their customers. This is because of the straight-forward, open and above-board course that has been pursued, without exception, by this house since its foundation.

JOHANSEN BROS.

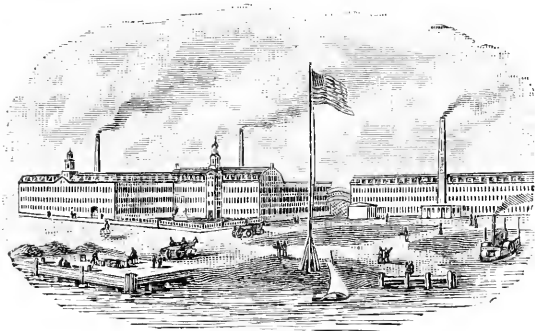
Manufacturers of Ladies', Misses' and Children's Boots and Shoes: 1100 Olive Street.

Beginning but moderately on Sixth and Franklin Avenue about eight years ago, the brothers Johansen have acquired a patronage that is best indicated by the number of employes they have engaged in manufacture—some 50 altogether. Their business methods are illustrated, too, in the fact that many of the firms whom they supplied at the start still patronize them, thus showing their reliability. M. Johansen, the elder brother, came here from Norway, where he learned his trade about fifteen years ago. He is known to the trade here as being a skillful mechanic, having proven himself to be such before he went into business for himself. His brother is also a first-class artisan. The firm is one of the leading ones in their line of industry. Besides a good local traffic, they supply customers in Illinois, Kansas and Arkansas. The brothers are stockholders in the Exposition.

THE HOWE MACHINE CO.

H. Brinsmade, St. Louis Manager: 921 Olive Street.

The cut below represents the works of the original and only Howe Sewing Machine Company, which are located at Bridgeport, Connecticut. These works employ, when running on full time, from 2,000 to 3,000 hands. The machine manufactured by this company is the



only one which, through various improvements, can be traced back to the remarkable and world renowned invention of Elias Howe. All the others, as is notorious, are infringements upon his invention.

This company dates from 1846, the year of Howe's invention. The St. Louis branch has been established since 1867. Its trade is from all the country West of the Mississippi and Northward, excepting Minnesota, Dakota and Iowa, which have a separate agency. The Howe is the best finished and most complete

sewing machine of them all, making the most perfect stitch of any.

Mr. Brinsmade has been connected with the company for nigh fifteen years, and is thoroughly devoted to its interests as well as to those of its patrons. Before coming to St. Louis, eight years ago, he was in charge of the company's New York business.

GEO. J. SCHULTE & CO.

General Commission Merchants: 18 North Commercial Street.

From 1857, until December of 1884, Mr. Geo. J. Schulte, who is now the proprietor at 18 North Commercial Street, was in partnership with John J. Hilger (Feed and Commission), at 1210 Biddle Street. Mr. Schulte makes a specialty of the hay and grain line, selling these staples on 'Change and produce at his store. He ships a great deal of hay, mostly to New Orleans, but also largely to other parts of the South. Owing principally to his own intelligent and generous business efforts, Mr. Schulte has been measurably successful in retaining the confidence of those with whom he formerly had dealings while one of the house of Hilger & Co., and the wide acquaintance thus gained makes up a large part of his present patronage. His house can therefore hardly be considered a new one, but is rather a mere change of name and situation.

Messrs. Schulte & Co. refer, by permission, to the Northwestern Savings Bank, of St. Louis. Orders from country customers for all kinds of merchandise promptly filled at the lowest market rates. Consignments solicited, and liberal advances made thereon when bill of lading is attached to draft.

HENRY GAUS & SONS.

North St. Louis Planing and Moulding Mill; Sash, Door, Blind and Box Factory: Scroll Sawing, Turning and other machine work: S. E. Corner Main and Clinton Streets.

This establishment dates back to 1863, when Henry Gaus, senior of the present firm, who had been working at his trade, box making, started a small planing mill on Sixteenth St. and Cass Avenue. His sons were of the same industrious and enterprising turn of mind and grew up with the new factory, which grew in size with the expansion of trade, until it was 75x130 feet and three stories high. In 1878, Henry Gaus, Jr., was admitted to the firm, and during the present year his younger brother, F. J., was also taken into partnership.

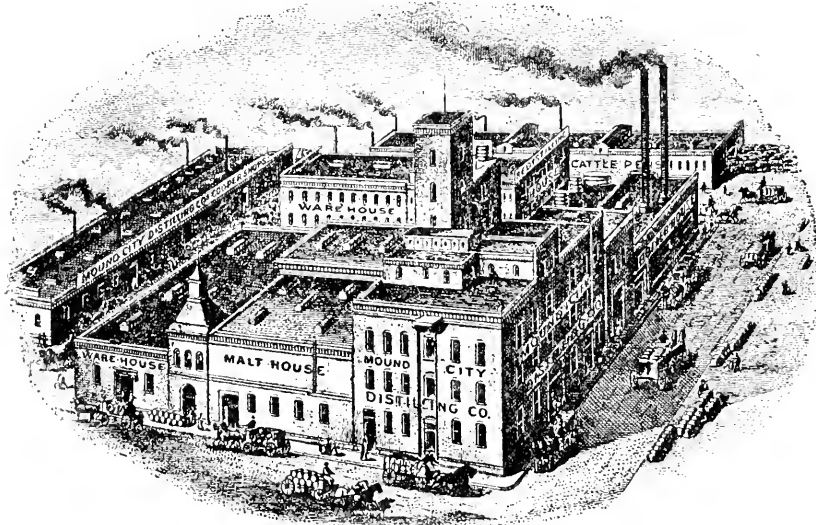
In August, 1884, the mill was destroyed by fire, but neither Henry Gaus, Senior, nor his sons were dissuaded from continuing the business. They built a larger factory at their present stand, corner of Main and Clinton Streets, and equipped it with the largest, most modern and best adapted machinery attainable. The present location, covering 160x235 feet of ground, includes a large factory (130x130) two stories high, and engine and boiler rooms. The engine is of 125 horse-power; there is also a large re-saw, planers, and moulding machinery. Sixty-five hands are employed, and the annual trade exceeds

\$150,000. The specialty is the making of cracker boxes—this being the only factory so engaged in the city—and they can turn out 5,000 a day. Nearly half of this number is turned out daily for the Dozier-Weyl Cracker Factory, as well as a large number for the Dr. Harter Medicine Co. Henry Gaus, Jr., is a Director of the Union Mutual Ins. Co., and, like him, his partners are enterprising and public-spirited.

THE MOUND CITY DISTILLING COMPANY.

J. J. Fisher, President; A. Bevis, Vice-President; C. Moller, Secretary: Distillery, Corner Barton and DeKalb Streets; Rectifying House, Corner Second and Trudeau Streets; Office and Salesrooms, 220 North Main Street.

This well-known corporation, with most ample resources and manufacturing facilities, is ever attentive to the wants of the trade, and in that behalf has recently, at great expense, secured the most improved machinery for the distillery of the company. The high wines, after being carefully distilled upon the latest improved beer-still, are sent through the Sinclair rectifiers and then re-distilled in a new copper still having a capacity of 150 barrels, and combining all the approved principles of the French apparatus with the very latest American improvements. As a result of this method and process, the company offers the trade a spirit absolutely pure, and in that respect at the head of American goods.



The company has also completed, in connection with the distillery, a rectifying house of large capacity, and is now prepared to supply the trade with rectified and re-distilled whiskeys, brandies and gins of any proof desired, and all grades of blended goods. Imported goods as well as domestic are kept, in gins, brandies and wines; but the company makes a gin from imported juniper berries and malted grain that has become celebrated as equal to the imported. Kentucky Bourbons and Eastern Ryes, in bond and free, are kept in large supply.

Yet the Mound City Distilling Company has added another new departure which is generally approved by the trade, and concerning which they announce that, "fully realizing that nothing so much improves whiskeys as a long voyage at sea, we have determined to add to our business a special blending department for the re-handling of fine Rye and Bourbon whiskeys that have been exported. We have consequently made large purchases of some of the best products of Pennsylvania and Kentucky now stored in European warehouses, and have commenced to import these goods. The voyage of some 7,000 miles has given these whiskeys a maturity that is really wonderful, and by the careful blending of these fine goods we have produced whiskeys which in point of purity and general excellence have no equal. No spirits or re-distilled whiskeys are used in the blending of these goods, our object being to produce, in a natural way, a result never before obtained, and which has given us whiskeys of the most absolute purity and finish." The patrons of the company embrace leading drug houses and liquor dealers, and the house is at all times ready to fill orders ranging from a car load to a five-gallon package, if required. The officers of the company are active, energetic and thoroughly experienced in every department of the business.

CORNELIUS BECANNON & CO.

Wholesale and Retail Dealers in Artistic Gas Fixtures, Clocks, Bronzes, Metal and Porcelain Lamps, etc.: 1013 Olive Street.

As Western agent for the Mitchell-Vance & Co. (New York gas fixture manufacturers), the largest house of the kind in the world without exception, Becannon & Co., of 1013 Olive Street, would have no inconsiderable patronage. As it is, they have a most excellent patronage, extending well throughout the South and Southwest, for the general line named in the caption to this account. They carry by long odds the largest and most varied stock of fine gas fixtures and ornaments to be found in St. Louis.

Although Mr. Becannon has been but five years in business for himself, his connection with this line of industry may fairly be said to be life long. He has been in it for twenty-seven years, having begun by serving the regular apprenticeship. Mr. Becannon's clever and accommodating methods are much esteemed by the trade.

REDHEFFER & KOCH,

Art Dealers; 1000 Olive Street.

This repository of art treasures is a popular establishment in St. Louis among people of culture, and is recognized by artists and connoisseurs in art works as having done much to promote artistic taste and refinement throughout this section.

The establishment was founded somewhat over three years ago by Andrew Redheffer and Arnold Koch, the former of whom had been in the same line in San Francisco as well as in Philadelphia, in which latter city he learned the business. Mr. Koch has also been a resident many years, and has been engaged in other leading mercantile pursuits. Both are enterprising business men and public spirited. They were among the promoters of the Exposition and are stock and bondholders therein.

The premises of this firm are extensive, and three stories are used in the business, the first floor as salesroom and office, and the second and third in the manufacture of mirrors, picture frames, etc. A gilding shop is also on the third floor. The house imports tube colors and artists' materials from Winsor & Newton, London, England; and tube colors from the celebrated house of Schmincke & Co., Dusseldorf, Germany. The wares sold are acknowledged to be superior. Messrs. Redheffer & Koch are members of the Sketch Club and other organizations of artists.

The particular specialty of this house is its manufacture of artistic frames. The most skillful artisans of this vicinity are employed by them, and no expense is spared to excel all other houses engaged in this line. The merit of these products of the establishment has frequently been remarked, and a reputation has thus been acquired by this house.

J. W. OVERSTREET & CO.

Commission Salesmen and Forwarding Agents for all kinds of Live Stock; Consignments to both Union and National Stock Yards will receive prompt attention; Office, 1 and 2 Union Stock Yards.

Before the Union Yards were opened in 1874, the senior member of this firm, Mr. J. W. Overstreet, was located at the North Missouri Stock Yards. Messrs. E. A. Pegram and J. McNeiley went into partnership with him soon after his removal, and this is the firm to-day. Mr. Overstreet's venture in this market dates from the year 1869. The principal receipts of this house are from Missouri, Arkansas, Iowa and Illinois, with some in addition, by boat, from Kentucky, Tennessee and Mississippi, from which part of the country the firm of late years has had larger transactions than formerly.

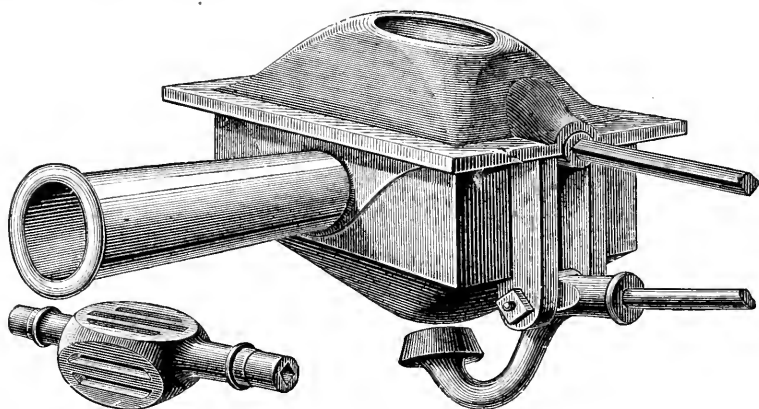
Mr. Overstreet attends principally and personally to the sale of hogs and sheep. Mr. Pegram gives his time and attention to the traffic in horned stock. Mr. McNeiley takes charge of the office business. This system facilitates business, and is of advantage as much to the firm's patrons as to themselves. Sales by this firm monthly sometimes reach the amount of \$400,000.

Mr. Overstreet hails from Montgomery, where he was a feeder and shipper of live stock for many years. Mr. McNeiley was, before coming to St. Louis, a bank cashier in the same place, and was also interested in the stock business, buying and shipping on his own account. Mr. Pegram acquired his knowledge of the business by years of service in this market. As will be seen, all three are expert, each in his specialty. Stock consigned to this firm will receive prompt attention. Cash advances are made by it on consignments. It is one of the soundest establishments engaged in the trade.

THE ST. LOUIS MALLEABLE IRON CO.

H. M. Filley, President; Oliver B. Filley, Vice-President; B. G. Farrar, Secretary; Manufacturers of Malleable Iron, Stove Plate, Clevises, Wagon and Carriage Malleables, Light Gray Iron Castings, Blacksmith Forges and General Hardware; 2108 to 2028 Market Street.

It is now about fifteen years since these works were started, Mr. H. M. Filley being their founder. They furnish steady employment for some 200 men, whose wages average \$2,000 per week, and ship to all parts of the world. Filley's "Diamond F" Tuyere irons, and blacksmith's forges; and Perry's patent repair link are in use everywhere, orders being received from Australia, South Africa and Europe for them. The company also manufactures the regular line of malleables. Theirs is the only concern here that manufactures malleable stove plates and water fronts.



The principals in this company are amongst the most prominent of St. Louis' citizens. H. M. and Oliver Filley are sons of one of the earliest mayors of the municipality. Secretary Farrar comes also from a family that settled here when the place was a mere trading-post. His grandfather was Mayor of St. Louis so long ago as 1808.

With such ties, it may not easily be contradicted that these gentlemen are attached to and identified with the industries of this city and State. But they have business interests, also, that give them title to that distinction. Mr. H. M. Filley was bred to the iron manufacturing trade, his father having been in it before him. Oliver B. Filley is President of the Fulton Iron Works and the Missouri Furnace Company, and many other enterprises of that nature. Mr. Farrar served his commercial apprenticeship with the Simmons Hardware Co. and the A. F. Shapleigh Hardware Co. All three are thus conspicuous in the world of commerce and manufacture.

THE ST. LOUIS COAL TAR CO.

J. Sibley White, President; G. H. Parsons, Secretary; Manufacturers of Roofing and Paving Materials, Sheathing, Felt, etc.; Office and Factory, Corner of Levee and Convent Street.

An inquiry as to what became of the immense amount of offal of the two gas companies in St. Louis, led to an acquaintance with the business of the St. Louis Coal Tar Company, on the Levee and Convent Street, which consumes this vast product, being, in fact, the only company which manufactures its own product here.

This establishment first obtained a footing here in 1866, under the name of Page, Smith, Lewis & Co. Two years later it was incorporated, and subsequently the Eastern capitalists in interest were succeeded by St. Louis parties. They furnish considerable of their product to the city; about half the remainder of their trade is in the State, and the balance throughout the country. They occupy, in various ways, about 60,000 square feet of ground, of which 8,000 is covered by buildings.

President J. Sibley White is a native of Maine, and was engaged in the roofing business in New York, Baltimore and Washington. Coming here in 1866, he engaged in the distillation of the products of coal tar, which he has continued as executive of the company so satisfactorily. Secretary Parsons is also a practical and energetic business man. So the company prospers.

ROBT. ATKINSON & CO.

General Order and Commission Merchants; Dealers in Flour, Mill Feed, Grain, Hay, Groceries, etc.; and Commission Merchants in Wool, Hides, Furs, Feathers, etc.;
No. 8 South Main Street.

The house described in the above paragraph is successor to the old-established concern of Chas. P. Williams & Co., and is engaged in the Southern order trade and general commission business. Messrs. Robt. Atkinson and Geo. Robinson are the present members of the firm, both of whom have had a mercantile experience and career not at all brief. Mr. Atkinson has been nearly twenty years in active and successful business life, fifteen of them as a leading merchant of St. Charles, Mo. After selling out his business in St. Charles, he took a short respite from labor, and then bought the controlling interest in a grocers' sundries manufacturing business in this city, building up for that establishment a large trade. He disposed of his interest therein, and then bought the business of Messrs. Chas. P. Williams & Co. As an evidence of his general commercial standing, it may here be remarked that he was also for a number of years a Director of the First National Bank at St. Charles, Mo. Mr. Robinson was for nearly ten years engaged in mercantile pursuits in Mississippi, before he came to take an interest in the firm of Chas. P. Williams & Co., which firm Messrs. Robt. Atkinson & Co. succeed.

The house at No. 8 South Main Street does an extensive business with the South and West, filling large orders for grain, flour, provisions, groceries and all kinds of merchandise dealt in by the merchants to whom they sell. They make large shipments in car load and round lots, and their brands have the highest reputation throughout the section of country to which they ship.

Messrs. Robt. Atkinson & Co. are doing business on modern principles, furnishing the best possible qualities of goods at the smallest possible margin to prompt paying customers. Possessed of ample capital and being close buyers, they are in a position to secure any bargains that are offered, and always give their customers the benefit of them.

They also transact an extensive commission business, receiving and selling largely, wool, hides, and that class of country product, as well as flour and grain. They issue a regular price current and catalogue, keeping their trade well informed as to the changes and fluctuations in the market. The trade of the South and West will, if they have not already done so, do well to open up a correspondence with Messrs. Robt. Atkinson & Co.

LOEWENSTEIN BROTHERS.

Wholesale Jewelers; Diamonds, Watches, Novelties: New York office, 423 Broadway; St. Louis, 618 Washington Avenue.

The Loewenstein Brothers, Sol. and Raph., were in this same line in the East before they established themselves here in 1880. They still maintain a New York office, at 423 Broadway in that city, as a purchasing agency. They manufacture some of the goods they sell (the gold goods), but sell rather more of outside make, particularly in the line of novelties and fine designs in jewelry, which are obtained by them from the first European and Eastern makers. The Loewensteins supply most largely the Western and Southwestern country. They are clever, accommodating and speedy tradesmen, with whom it is a satisfaction to have dealings.

MISSISSIPPI, MISSOURI AND OHIO PACKET LINES.

The St. Louis, Cairo, Paducah and Tennessee Company: the Eagle and Electric Lines; Jenkins and Sass Agents: 508 North Levee.

The St. Louis, Cairo, Paducah and Tennessee Packet Company, for whom Jenkins & Sass of 508 North Levee are the agents, has been operating about three years. Two boats run on this route, the "Hudson," Capt. Frank J. Ellison, and the "W. F. Nisbet," Capt. John H. Griffith, both commanders river navigators of long experience. The Eagle Packet Company runs daily to Alton and Grafton, a distance of fifty miles. The "Spread Eagle," Capt. Henry Leyhe, and the "Eagle," Capt. Wm. Leyhe, are the boats of this line. Wm. Leyhe is President; Henry Leyhe, Superintendent; G. W. Hill, Secretary; and Hunter Ben. Jenkins General Freight Agent for this company.

Messrs. Jenkins & Sass are also general agents for the new St. Louis and Kansas City Electric Packet Line, the only one running between St. Louis and Kansas City. Four boats run on this route, the "Dakota," Capt. Geo. G. Keith; the "C. C. Carroll," Capt. Charles K. Baker, the "D. R. Powell," Capt. R. J. Whittedge; the "General Meade," Archie Bryan,

Master; all of them first-class passenger craft, and in charge of accomplished and veteran commanders. This company began operations early in this year. Its officers are: S. B. Coulson, President; Hunter Ben. Jenkins, Superintendent and Manager. Commodore Coulson is a resident of Yankton, Dakota. He is a steamboatman of many years standing. Mr. Jenkins has lived in this section for more than thirty years. He has always been identified with the river transportation business. Capt. Sass has seen forty years service at steamboating. The line starts with most favorable prospects.

GINOCCHIO BROS. & CO.

Wholesale Dealers in Foreign, California and Tropical Fruits: 713 and 715 North Third Street.



The building shown in this cut was built expressly for the house herein described, by David Ginocchio, one of the partners in it. The other principals in the house are Domenico Ginocchio and Louis Boggiano. Ginocchio Bros. & Co. undoubtedly transact the heaviest business in their line done in this vicinity. They handle immense quantities of bananas in the early part of the season, probably more than all the other concerns of St. Louis put together. In April they disposed of about twenty car loads. This branch of their trade is increasing rapidly, and is becoming almost a business of itself.

In the fall a large feature of the business of the house is the California fruit trade. The house finds its best patronage in Illinois, Missouri, Kansas, Tennessee, Iowa, and with local retailers and jobbers. Altogether the annual business cannot be much short of \$500,000. This is verified by the fact that it requires about twenty employes to properly attend to it. This establishment has been in business in St. Louis for some twenty years, and has always maintained a high repute and prestige.

CHAMBERS & STREATOR.

Scenic and Show Painters: 314 Locust Street.

They err who assume that much of the artistic painting that catches the popular eye in circus parades and upon the boards of theatres is done in the East. St. Louis is not only an art centre in respect to classic painting, but in that form of pictorial representation admired and appreciated by common people.

In 1870, Mr. J. T. Chambers, an artist with an already established reputation, inaugurated successfully in this city what may be termed an headquarters for show painting. He had no competitors in his line, and was successful in greatly extending the demand for pictorial work illustrating the features and attractions presented in show life and other forms of popular display. In 1882, his son, F. M. Chambers, who had been under the tuition of his father and associated with him in furthering the enterprise, succeeded the founder of the house, and associated with him Mr. W. D. Streeter, who had formerly wielded the brush under Alex. Yule.

These two compose the firm of Chambers & Streeter, and they have so extended the work that demands upon their art come from all parts of the country. Besides painting scenery for local entertainments and exhibitions, exclusive of the scenic display in connection with the famous Simmons Hardware Co.'s exhibit at the Exposition, they have done artistic work for Cole, Cooper & Jackson and John Robinson's circuses. Making a specialty of fitting out traveling companies with scenery—the only house west of New York so engaged—the firm has a practical monopoly of all work in this line West and South. It has been whispered that, though at all times busy in the direction named, Mr. Chambers has also found time, in cases of emergency, to apply his art to the removal, or painting over, of contusions upon the eye or other prominent features of patrons, whom the untoward accident of "a stick of wood flying up" had befallen, or whose countenance had been marred by some eccentricity of a lamp post at night. The firm merits its prosperity.

JAMES EDWARDS & CO.

Bonds and Stocks: 219 Olive Street.

Mr. James Edwards is a native of Cincinnati, although he has been twenty-five years resident of this city. He began his business career here early in the sixties as an employe of the Merchants Union Express Company. In 1868 he ventured into stock transactions, and at once took rank as a broker of judgment and rare perspicuity. He is an active man in the money and stock market. Mr. Edwards has confined himself largely of late to the handling of municipal bonds, making a specialty of the city and county securities of Western and Southern States, particularly of Texas and Missouri. At present he has no partner.

ST. LOUIS AMMONIA AND CHEMICAL CO.

Manufacturers of Finest Quality of Ammonia for Chemical and Druggists' Use, and for Refrigerating Machines.; W. A. Newman, Secretary and Treasurer: Office, S. E. Cor. Main and Convent Streets, St. Louis, Mo.; Works, Main and Convent Streets, St. Louis, Mo., and Main and Keck Streets, Cincinnati, Ohio.

The incorporation of this company, and the establishment of these works here (also works just as large in Cincinnati, Ohio), is an additional industry for St. Louis, and is one suggested by the increased demand of late for refrigerating products. The St. Louis Ammonia Company makes its ammonia from the residual of gas works only. Mr. W. A. Newman, who is the Secretary and Treasurer of the company, and is also part owner of the works, has his headquarters in St. Louis. The works have been constructed so as to have most complete facilities for manufacture, and are ready and able to compete with any concern in the country.

The methods employed by this company insure a chemically pure product, and one designed especially for the use of chemists, druggists and others for whose purposes purity is an essential. The company is ready to contract for the best grade of ammonia, of highest strength, for refrigerating purposes.

UDELL & CRUNDEN.

Manufacturers and Jobbers of Wooden and Willow Ware, Children's Carriages, Boys' Wagons, Velocipedes, Udell's Ladders: Sixth and Locust Streets.

This firm under its present name dates back but two years, but the associate partners were for eight years connected with the house of Udell, Schmeiding & Co., that carried on a very extensive wooden ware business at the location now occupied by the Samuel Cupples Wooden Ware Co. So Messrs. M. R. Udell and Frank P. Crunden, composing the present firm, have very extensive acquaintance with the wooden ware business. Moreover, they represent, throughout the South and West, the Udell Manufacturing Company, where the wooden ware so extensively sold and the universally approved Udell's ladders are made.

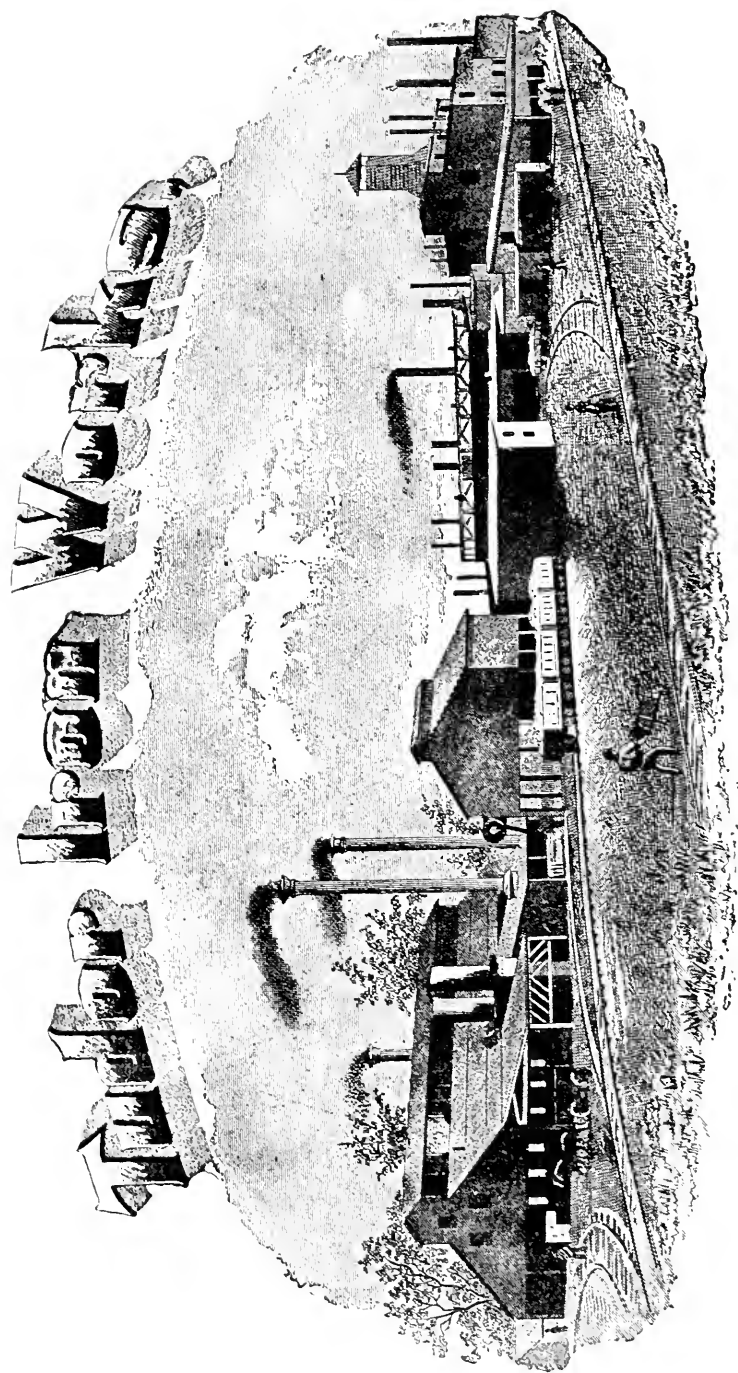
In their capacious building, at the corner of Sixth and Locust streets, Udell & Crunden keep in stock, and job throughout the West and South, the celebrated children's carriages; and rattan ware manufactured by Heywood Bros. & Co., at Gardner, Mass., while the stock of velocipedes, bicycles and tricycles is full and complete. With their facilities for pushing business, and extended knowledge of the trade in all its branches, together with their direct connection with the Eastern factories named, whose wares meet the popular acceptance the world over, Udell & Crunden possess great trade advantages, and their business success during the last two years has been extraordinarily large, as well as fully merited.

THE EXCELSIOR DISTILLING CO.

J. L. Bernecker, President; H. Dahman, Vice-President; L. F. Engel, Secretary; Re-distillers, Rectifiers for the trade and Wholesale Liquor Dealers: 615 North Second Street.

This house was founded in 1864 by J. L. Bernecker, and became, by incorporation, the successor to that gentleman's firm in 1876. The company has a capital stock of \$50,000, which sum gives a fair idea of what its business is.

The Excelsior Company does an exclusively city jobbing business, and sells almost altogether for cash, asking for itself no credit whatever. Twenty-one years honorable and liberal transactions have grounded it well in the confidence and esteem of the trade hereabouts.



(See opposite page.)

F. O. SAWYER & CO.

Manufacturers of and Dealers in Paper; Depot for the Globe Envelope Co.; Printers' Material, Binders' Stock, Twine, Bags, etc.: 301 and 303 North Second Street, Corner of Olive.

As the oldest paper house in St. Louis, and as an important factor in all matters affecting the market in that line, this house has superior claims to recognition in a work of this character. The year 1859 is the date of its foundation. Mr. F. O. Sawyer directed its first operations. In 1863 the firm became Johnson & Sawyer, but in 1875 the designation at the head of this narrative was adopted, and has since been retained. The 15 employes of this house are found to be just about sufficient for an annual business rising \$600,000, and located mostly in the Northwestern, Western, Northeastern and Southern States. A specialty is made of printers' and wrapping paper, also of fancy printing material. This house is sole agent for the Globe Envelope Co., and for the Patent Fibre paper. Shipments invariably as directed. Samples by mail. Since this establishment carries as large a stock as any house in St. Louis on hand always, and has the patronage of all the principal printers of these parts, and as most of the best business houses are supplied with wrapping paper, etc., by it, it can readily be seen that it has particular and special advantages to give its customers. Much of its transactions are in car load lots.

THE TUDOR IRON WORKS.

St. Louis Bolt and Iron Co., Proprietors; T. A. Misenburg, President; Geo. S. Edgell, Treasurer; Wm. E. Guy, Secretary: Works, East St. Louis: Office, 509 North Third Street.

The St. Louis Bolt and Iron Company having acquired the business and works of the Tudor Iron Company, the consolidated establishment has since been known as the Tudor Iron Works. The Tudor Company had been manufacturing on this side of the river, and removal was made in 1881 of the entire concern to East St. Louis. The Tudor Iron Works are the largest works of the kind west of Pittsburgh. They do for the most part railroad work, such as fish bars, track bolts, spikes, mine rail, street rail, bridge bolts, etc. The works located in East St. Louis cover about ten acres of ground. They furnish employment for about 450 hands. They supply all the country to the west of the Alleghanies with light rail, both of iron and steel, for tramways, street railroads, and mines. A mill especially planned for this kind of work enables the company to make the best article at the lowest cost.

The spikes made by the Tudor Iron Works are the favorite wherever they have been used. With a mill making nothing but spikes, the company are prepared to rank with the largest manufacturers of their class.

At this time a nut and washer factory is being added to the works, which will increase the daily output some ten tons. When in full operation, these works turn out from 140 to 150 tons of finished material daily. A picture of them is shown on the opposite page.

BACON & WEST.

General Commission Merchants; Special attention given to the Sale and Purchase of Cotton, Tobacco, Pork, Wool, Wheat, Corn, Oats, Seeds, Hides, Furs, etc.: 114 Pine Street.

This is a recent establishment, its doors having been opened for the first time in February last, but the gentlemen of the firm are pretty well known and have most excellent prospects as well as strong resources. Mr. W. J. Bacon has long been one of the largest of the Kentucky stock raisers. Mr. H. C. West was in the commission line for many years in Memphis, and for the past ten years has had opportunity to make a wide rural acquaintance as a cotton buyer.

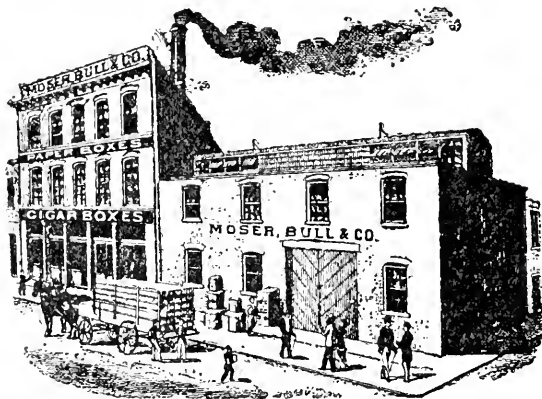
Messrs. Bacon & West are prepared to do business on a broad scale. They make most liberal advances on consignments. All orders are promptly, efficiently and painstakingly attended to. They have capable employes and ample storage room. The success of these gentlemen in other pursuits, and in the same line at other times—Mr. Bacon, it may here be remarked in parenthesis, was formerly one of the firm of Bacon, Clardy & Co., New York City—is surety that they will fulfill all their engagements to the very letter.

In this connection it may very properly be added that the house of Bacon, Clardy & Co., of New York, was considered one of the best and strongest commission houses there. Its sales often ran up into the millions. The fact that Mr. Bacon had almost the sole direction of its affairs (his partner being an invalid), is a sufficient indication of his qualifications and experience, as also of his resources.

MOSER, BULL & CO.

Manufacturers of Cigar and Paper Boxes; 203 to 214 Elm Street.

The founder of this concern was the father of the senior member of the present partnership in it, Mr. Otto Moser. J. D. Moser died about twelve years ago, and his son then conducted the factory until last year, when Mr. F. D. Bull, who for a number of years be-



fore had been the Secretary of the Graham Paper Co., was admitted to an interest. Established in 1853, and in constant operation since, this factory has a patronage in accordance with its length of service. With its facilities, there is no sort of doubt but that it can turn out more boxes than any similar factory in the West. There are 120 hands employed. Wages to the amount of \$1,000 weekly are paid. Immense quantities of paper and paper stock are consumed by it. In straw boards alone there is consumed about thirty-five car loads a year, and of paper of all descriptions from two to three thousand reams in the same time. Large quantities of Spanish cedar and other imported woods are also required. The best trade of this house comes to it from the city, Southern Illinois, the South and West of this point. Every convenience that could be suggested by experience and necessity has been put into this establishment, so that it is certainly the most complete in the country. The buildings, erected about twelve years ago, are represented in the accompanying illustration.

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THE BILLINGSLEY & NANSON COMMISSION CO.

R. L. Billingsley, President; Joseph S. Nanson, Vice-President; Geo. H. Hall, Treasurer; W. B. Anderson, Secretary; Grain and Options: Room 202 Chamber of Commerce Building.

Beginning in 1851, as Nanson, Dameron & Co., this house has been prominent in the grain trade from that date until now. It was incorporated in January, 1884, the more satisfactorily to solicit consignments and to buy grain in the West and North for shipment to the East and South. An option business is also done by it on commission.

Capt. Nanson, of this house, is a veteran of the river service, from which vocation he retired many years ago. He is now a director of the St. Louis Elevator Company. Mr. Billingsley has lived here for twenty years or more. He was in the wholesale grocery business until about five years ago, having at that time entered this house as a principal. Mr. Hall was Mr. Billingsley's book-keeper in the grocery business. He has been with this house about six years. Mr. Anderson came from Commerce, Mo., about six years ago, and has been interested in this house ever since. He is President of the Grand Chain Milling Co., of Commerce.

This house is a heavy dealer in the chief staples of this market. Commission services performed by it may be relied upon to be accurate and entirely satisfactory.

THE PIONEER STEAM KEG WORKS.

Wm. Brown & Co., Proprietors: Keg Factory, 2212 DeKalb Street, St. Louis; Stave Factory and Store, Brownwood, Stoddard County, Mo.

Mr. Brown, the senior member of the firm who own the Pioneer Keg Works, was the first to engage in that line hereabouts. The struggling enterprise which he inaugurated in 1854 would bear no sort of comparison with that which is now regarded as the largest concern of the kind in the neighborhood of St. Louis, and yet it is the same establishment, unmistakably showing by its progress the general expansion of the manufacturing industries of St. Louis and the West.

As may be imagined, the 175 employes of the two factories, aided by the latest improvements in the way of machinery, turn out a heap of finished kegs. The staves and headings being furnished by the firm's stave factory at Brownwood, the St. Louis factory is equal to an

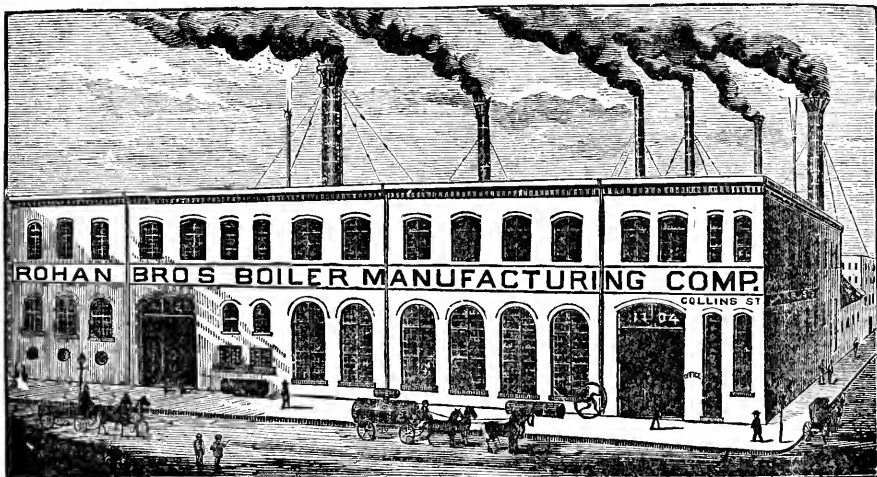
output of 7,000 kegs a day. The Samuel Cupples Wooden Ware Co., the Collier White Lead and Oil Co., St. Louis Lead and Oil Co., and some other large concerns take this whole product. The wholesalers and retail trade are supplied through the Cupples house. The reputation and credit of this factory for superior workmanship having been established only by long years of thorough manufacture, the demand for the Pioneer kegs is continuous, and the fact that shipments go to points so far distant as the Pacific Coast shows how this factory is rated.

Messrs. Firman Jessup, Daniel S. Brown and Prentice J. Batchelor are Mr. Wm. Brown's partners. The elder Brown is one of the Directors of the Covenant Mutual Life Insurance Company, of St. Louis.

THE ROHAN BROS. BOILER MANUFACTURING CO.

Michael Rohan, President; Philip Rohan, Secretary; Manufacturers of all kinds of Steam Boilers and Sheet Iron Work: 1100 to 1120 Collins Street.

The three Rohan brothers, John, Michael and Philip, having been resident here in St. Louis since 1848, are so thoroughly known throughout this section as to need no further identification than that they are the Collins Street manufacturers. Their establishment was



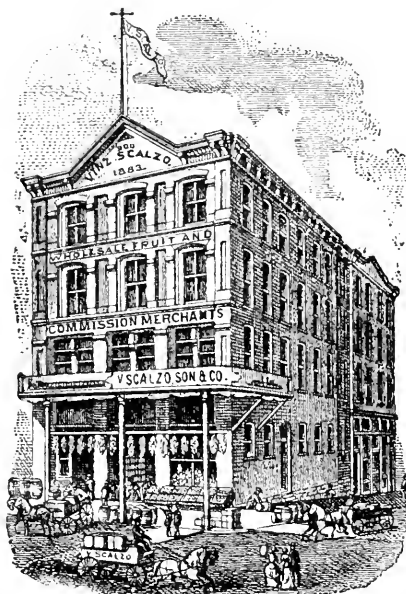
distinguished for the extent of its transactions long before they came into control of it (as the Park, Gaty, McCune Works), but it is since 1873, when they obtained possession, that it has attained its greatest and, as will be seen by the following account of it, actually world-wide repute.

An account of their concerns published not long since says: "The annual product of this factory now exceeds \$250,000, and is rapidly expanding. As showing the character of it, one example may be noted. In 1877 the Rohan Company made and shipped, to fill one order, fourteen car loads of boilers and machinery, the complete equipment for six steamboats, constructed by the Russian government to traverse the rivers of Siberia. That one order amounted to \$37,000. The establishment of railway facilities in Old Mexico has opened up in that country a vast field for American manufactures which this company is not neglecting. During the past year also, they have sent a large number of orders to New Orleans, and they are supplying a fine plantation trade from Louisiana and Mississippi."

The Messrs. Rohan incorporated in 1881, with a capital stock of \$50,000. They give employment to from 130 to 200 skilled hands, whose wages are \$1,500 a week, and who handle, in the various processes of manufacture, 1,000 tons of iron a year. Their work is almost altogether done by contract. The manufacture of boilers is a specialty with them, but, at the same time, they make to order all sorts of wrought iron work for steam and heating purposes. The plant of their works is remarkably complete. Their workmanship is unsurpassed. They supply mills, inland and ocean steamers, and all kinds of mechanical apparatus with boilers; and in addition thereto, they have at No. 1100 Collins Street a department for repairing, and they keep on hand and for sale second hand boilers, etc., that have been first put in thorough repair. In short, this is a concern that would be rated as A 1 in any manufacturing center.

V. SCALZO, SON & CO.

Importers and Wholesale Dealers in Foreign, California and Tropical Fruit; Branch Houses in New Orleans and Kansas City; 900 North Third Street, St. Louis.



The building shown in this cut, one of the handsomest in the wholesale quarter of St. Louis, was erected in 1883 by the house of Scalzo, Son & Co., especially for the fruit trade, the entire building being fitted up for summer and winter use, so as to carry fruit in all seasons. This house is said to lead all others here in this industry. They have branch houses in New Orleans and Kansas City. They have a large city trade, and also a first-rate patronage in Iowa, Nebraska, Texas, Illinois, and throughout all the West and South; particularly in foreign fruits and produce.

The principals in this house are F. Scalzo and S. Rocca Fiorita, of St. Louis; V. Scalzo, of New Orleans; and P. V. Rocco, of Kansas City. Messrs. Scalzo, Son & Co. receive large importations at New Orleans of foreign fruits, which are there consigned to them. Orders to purchase at auction or private sale received by this house will be promptly attended to, customers thus being enabled to buy from first hands. The growth of the business is continuous, and within the last few years it has attained recognition as one of the most important trade interests in the Mississippi Valley. Messrs. Scalzo, Son & Co. have very extensive business relations with tropical countries, and such

speedy transportation arrangements as insure their stock of fruits always being fresh.

C. M. KEYS & CO.

Live Stock, Commission and Forwarding Merchants: 31 Stock Exchange Building, Kansas City; 8 and 10 Exchange Building, National Stock Yards, East St. Louis.

Mr. C. M. Keys of this firm came here about fourteen years ago from Pittsburg, and established the house of C. M. Keys & Co. He had been in the same line in the Pennsylvania Central Stock Yards at Pittsburg. D. W. Keys, a brother, joined him here about ten years ago, coming from Chicago, where he had been a hog-buyer for Eastern parties. Hugh Mills, the third resident partner, came from Clay City, Ills., where he had been buying and shipping live stock, and where he still has farming investments.

About three years ago this firm established a branch at Kansas City. Messrs. Isaac Keys and A. M. Ewing are in charge there. The business has progressed wonderfully since. This firm does a business that may be safely estimated at \$350,000 to \$400,000 a month.

THE FRANKLIN MUTUAL INSURANCE COMPANY OF ST. LOUIS.

Henry Meier, President; H. J. Spaunhorst, Vice-President; Louis Duestrow, Secretary; Office, 720 North Fourth Street, Southeast Corner of Morgan.

Incorporated so long ago as 1855, this company has, by thirty years of successful operation, proven that it is stanch, safe, and uncommonly well conducted. It has for its Directors such responsible and experienced gentlemen as John C. H. D. Block, John C. Nulsen, Aug. Cornet, L. J. Holthaus, John H. Kaiser, Henry Meier, Marquard Forster, H. J. Spaunhorst, and Chas. Taussig, who have shown their capacity for underwriting affairs by long years of service therein.

The average annual expense of this company, for the past twenty-five years, has been but \$7,000. Of course economical administration is as much to the advantage of the insured as of the insurers. No assessment has been made for six years, and the cash reserve on

hand is \$30,000. From the statement of this company's last year's business (1884), published by the State Insurance Department, March 2d, of this year, it appears that the balance of premium notes unpaid was \$313,530.05; total available assets, \$343,460.61; total liabilities, \$203,132.64; surplus, \$140,327.97.

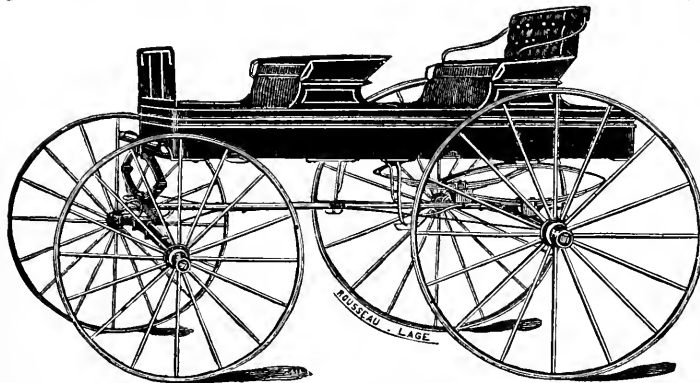
The total cash income for 1884 from all sources, excluding premium notes, was \$19,050.45; the losses paid in the same period were, \$15,573.49; the whole amount of expenditures during 1884 was less than \$29,000, although the company had risks of over \$5,000,000.

As going to show the stability of this thorough-going company, it may here be mentioned that upon its reorganization in March of 1884, fifty years extension of its charter was obtained for it. All losses are equitably adjusted by this company and promptly paid.

McCABE & YOUNG.

Manufacturers of Spring Wagons: 1120 to 1128 North Main Street.

This concern manufactures about 1,000 wagons and buggies yearly, employing for that purpose from fifty to seventy-five men when running full handed. They have been doing a good business with the Western and Southern country for some fourteen years, their average



sales probably realizing \$150,000 for them yearly. Formerly they were located at 1446 Broadway, but they have been occupying more convenient and satisfactory premises, at the numbers mentioned above, for two years past. This firm has acquired prestige more by the quality of its

work than by the amount of business done by it.

METCALF, MOORE & CO.

Live Stock Commission Merchants; 14 National Stock Yards, East St. Louis, Ill; Branch at Kansas City Stock Yards.

James Metcalf and Wm. F. Moore founded this business in 1872, taking in E. J. Senseney two years later, and Messrs. R. B. Tarlton and N. T. Jackman in 1880. The firm is, in point of capital and resources, one of the soundest and most substantial doing business here. Last year its total transactions amounted to something over \$4,000,000. The sales were: cattle, 29,000 head; hogs, 183,000; sheep, 15,000.

Mr. Metcalf looks after the firm's cattle department, Mr. Tarlton the hog traffic, Mr. Senseney the office and finances here, whilst Messrs Jackman and Moore manage the Kansas City branch. This house does a commission business exclusively, and does not speculate at all. It is considered one of the most satisfactory here to have dealings with.

G. LEHMAN & CO.

Ancla Cigar Factory—Manufacturers of Fine Cigars; Factory at 220 North Second Street; Retail Department, Broadway and Olive Street.

The demand throughout the South, West, and Southwest for fine cigars has steadily increased for many years, and led to the manufacturing of fine Spanish goods in large quantities. Among those most prominent in catering to this constantly growing demand, is the firm of G. Lehman & Co., proprietors of the Ancla Cigar Factory, occupying the three-story building at 220 North Second Street, and employing from twenty to twenty-five hands constantly, as also maintaining a handsome and well appointed retail store at the Southeast Corner of Broadway and Olive Street.

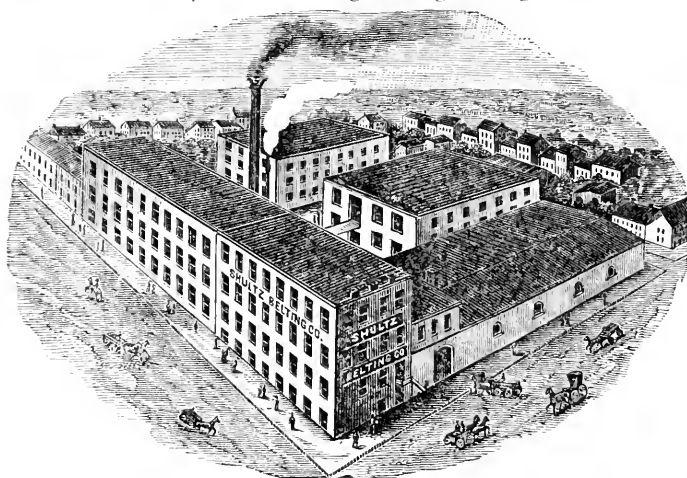
The factory is solely devoted to the manufacture of fine Spanish goods, and has been so engaged some twelve years, always occupying a position of prominence in the trade. The

firm imports its own Havana tobacco and Sumatra wrappers, using no domestic product whatever. The brands of the house are well-known and popular among dealers and consumers throughout the West, Southwest and South, in which sections the trade of the firm is very extensive, and its city and retail trade also exhibits phenomenal growth, which is largely due to the genuineness, purity and general excellence of the cigars manufactured by G. Lehman & Co.

THE SHULTZ BELTING CO.

J. A. J. Shultz, President; Wm. P. Mullen, Vice-President; B. C. Alvord, Secretary; Directors, Hugh McKittrick, Wm. P. Mullen, S. C. Bunn, Geo. N. Beard, J. A. J. Shultz; Manufacturers of the Shultz Patent Fulled Leather Belting, Lace and Picker Leather, etc.; Offices and Factory, Cor. Bismarck and Barton Streets.

The history of this company is a record of the triumph of mechanical ingenuity, pluck and business enterprise. It is a St. Louis company, in the sense that it is located and the interest was developed here, although Chicago bid high to secure the enterprise and works



for that city; but it is National and even world-wide, in its practical exemplification of inventive genius and mechanical accomplishment as applied to the manufacture of soft, pliable and elastic belting from stiff leather, which is done by it in a very few weeks. This corporation is made up of the strongest material.

The stockholders are all business men of prominence and capital. It has a

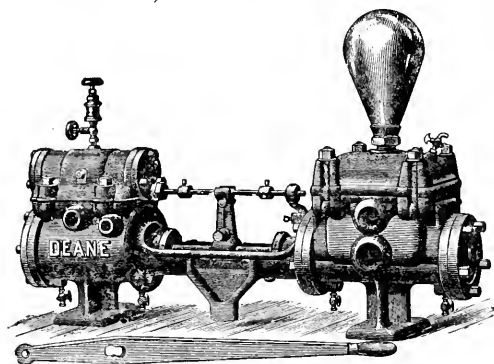
capital of \$300,000, of which \$220,000 is paid up, and it is certainly one of the most thriving of the many special industries of St. Louis. Within the factory are all of the most modern equipments for the working of leather. The buildings contain appliances and machinery for the making of Fulled Leather Belting, Lace and Picker Leather, and the entire area under cover is 307x309 feet—equal to 67,400 feet of surface.

Much of the machinery is President Shultz's own invention. Over 100 hands are employed, the exigencies of the business often requiring them to be worked night and day; and yet so great has been the demand for belting, lace leather, etc., made by this company, that the works have frequently been behind orders and utterly unable, for the time being, to get a yard of belting in stock. The Shultz Company now works 20,000 hides for belting and 6,000 for lacing yearly. Since the inauguration of the enterprise there has been a continuous increase in the sales. Orders now come, not only from all parts of the United States, but from Canada, Europe and other foreign places. Agencies are maintained in France, Belgium and Holland, as well as in all the principal American cities. As has been already remarked, the personality and trade prominence of the officers of this company is one of its prime characteristics. President J. A. J. Shultz has been spoke of at length as an experienced tanner, as well as the inventor of the best of the machinery used by his company. Wm. P. Mullen, the Vice-President, is a Director of the Provident Savings Institution; B. C. Alvord, Secretary, was formerly book-keeper for the firm of Noland, Jones & Co.; Hugh McKittrick and S. C. Bunn are members of the well-known firm of Crow, Hargadine & Co., and the former is also a Director of the St. Louis National Bank. Director Geo. M. Beard is one of the safe manufacturing firm of Geo. M. Beard & Bro. Judge Chauncey F. Schultz, who represented the company in the National Hide and Leather Dealers Association's Convention, was the Chairman of the Committee on Permanent Organization of that thoroughly representative body. This was as much a recognition of the Shultz Company as of the gentleman himself.

THE DEANE STEAM PUMP COMPANY.

Holyoke, Mass; Boston, New York, Philadelphia, and Chicago: St. Louis Office and Salesrooms, 619 North Main Street.

The Deane Steam Pump Company were, until about three years ago, represented here by the well-known house of M. M. Buck & Co. At that time (1882), a branch house was established here, the better to accommodate the Western and Southwestern demand for the



Deane Pump, which is large and constantly increasing. The manufacture is still carried on at Holyoke, but with the superior arrangements and facilities now maintained at 619 North Main Street, orders can be filled from St. Louis with all necessary dispatch for pumps for any service.

The Deane Pumps are celebrated as having been awarded the gold medal of the Massachusetts Charitable Mechanics Association, in 1881, for excellence of workmanship and superior mechanical construction; among the judges of award being L. J. Knowles of the Knowles Steam Pump Works, and Geo. F. Blake of the Blake &

Knowles Pump Co., rival manufacturers, which simple fact speaks volumes in praise of this pump. The Deane Steam Pump Company have since taken the highest awards at Charleston, New York, Louisville, Calcutta and Madrid. This company is acknowledged to excel in steam pumping machinery of every description, giving, as it does, particular satisfaction with its mining pumps, artesian well engines, bilge pumps, boiler feed pumps, brewery pumps, condensing apparatus, deep well pumps, double plunger pumps, duplex pumps, fire pumps, hydraulic pressure pumps, marine pumps, oil refinery pumps, plunger pumps, quarry pumps, sinking pumps, tannery pumps, tank pumps, vacuum pumps, vertical engines, and water works pumping engines as a specialty.

The management of this company's business, at St. Louis, is now in the efficient hands of Mr. Geo. W. Dudley, who has recently come to St. Louis from the Holyoke factory. He being a practical machinist and engineer, all parties contemplating the purchase of steam pumps will do well to consult Mr. Dudley and place their orders with him.

R. S. McCORMICK & CO.

Grain Exporters and Commission Dealers: Rooms, 3 to 6, Northwest Corner Third and Pine Streets.

McCormick, Adams & Armstead was the firm name when this house was first established here ten years ago. R. S. McCormick, of Chicago, President of the "Advance" elevator, and W. L. Greene, jr., are the principals in the house at present.

This is one of the foremost grain houses here. It is one of the few exporting houses that buy whatever grain is for sale on their own account as well as on commission, and ship to Eastern and Southern seaports. It has an office at St. Joe and one at Kansas City.

The present firm has been operating in this market for about five years, Mr. Greene coming to St. Louis at that time from Peoria, Ill., where he was in the same line. Mr. McCormick has been sufficiently prominent in the trade to have been chosen, last year, as a Director of the Exchange.

THE STONE HILL WINE CO.

Wm. Herzog and Geo. Starck, Successors to M. Poeschel, Scherer & Co., Wine Growers and Dealers in Missouri Wines; Proprietors of the Stone Hill Vineyards; Geo. H. Fischer, Manager: 210 Market Street.

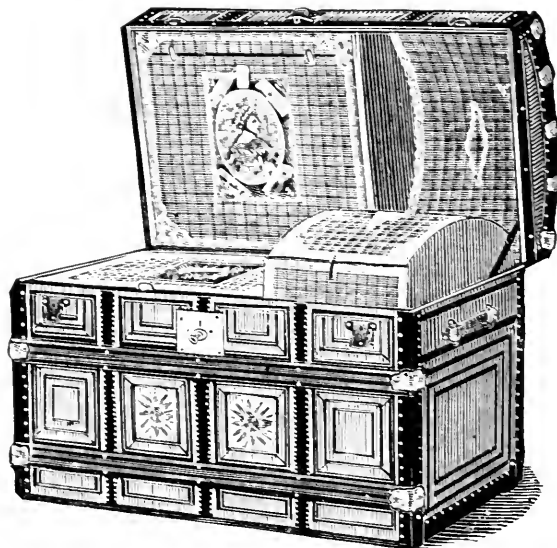
This, the oldest exclusively native wine house in St. Louis, is a branch of the Stone Hill Company's establishment at Hermann, Mo., at which point are located the vineyards and wine-cellars of that concern. Connoisseurs claim that the Stone Hill Company's vintages are superior to any other Missouri wines. Certainly they have the largest sale, and are in greatest demand. These wines have taken the Paris (World's Fair) Premium, 1878; Vienna, 1872; and the Philadelphia (Centennial), 1876. The Concord, Iris Seedling, Vir-

ginia Seedling and Claret marketed by this company are the purest of red wines. The Catawba, Riesling, Goethe, Martha, Delaware and Taylor are white wines of distinct flavor and most palatable qualities. Of these different sorts about 150,000 gallons are manufactured yearly. The Stone Hill Company has remarkably complete facilities for vine growing and wine making at the Hermann vineyards. The shipping cellar has a capacity for 100,000 gallons of the company's products. The storage cellars will hold 165,000 gallons; the fermentation cellars 75,000.

The Stone Hill Company had a fine exhibit at the New Orleans World's Exposition. Competent judges awarded it the preference over even the much-vaunted California wines. Mr. Geo. H. Fischer has been the manager of the St. Louis House since 1883.

M. ROSENFELD.

Manufacturer of Trunks, Valises and Traveling Bags: Factory, 1405 Franklin Avenue; Salesroom, 1002 Olive Street.



After twenty-five years' manufacturing, at first in a small way, but now on an extended scale, Mr. M. Rosenfeld, of 1002 Olive and 1405 Franklin Ave., can now claim the distinction of being the largest trunk manufacturer in St. Louis. He began on Franklin Avenue, and has run the Olive Street house for about eight years, supplying from both places a patronage that comes to him from Missouri, Illinois, Arkansas, Kansas, and the Southwest generally. He occupies the whole of 1002 Olive, the extent of the premises giving an idea of the breadth of Mr. Rosenfeld's transactions. His first floor there he uses as a salesroom, the second and third for manufacturing purposes. Special sizes and kinds of travelers' outfits are made here to order.

Aside from his business, Mr. Rosenfeld is a progressive citizen. He has contributed to the success of the Exposition by taking stock therein, and is generally allowed to be a thorough tradesman.

E. C. KRUSE & CO.

Commission Merchants for the Sale of Hides, Wool, Pelts, Tallow, Furs, etc.: 318 North Commercial Street.

Evans & Huntley founded this house in 1873. Ten years later, upon their retirement, Messrs. E. C. Kruse & Co. became their successors. The later proprietors have conducted the house skillfully and with success, retaining all the prestige that it had acquired under the old management. Mr. E. C. Kruse, senior member of the firm, is considered by the trade an expert in all matters relating to wool, and having served ten years in a most important position with Evans & Huntley before venturing for himself, is undoubtedly not over-rated in this particular. Having direct connection with the great buyers of the East, a thorough knowledge of the market, and ample capital, consignors will readily perceive how much more advantageously such a house can treat with them, than one with less resources.

Having roomy and commodious quarters at No. 318 Commercial Street, in which to receive, sort and store the large receipts daily arriving, no consignments are too large for the house to handle. Commission services confided to this house are invariably promptly and accurately attended to. Returns made on the day of sale. The large acquaintance of this firm with actual consumers of hides, wool, pelts, feathers, beeswax, tallow, rags and bones, makes it an especially excellent consignee for products of that nature.

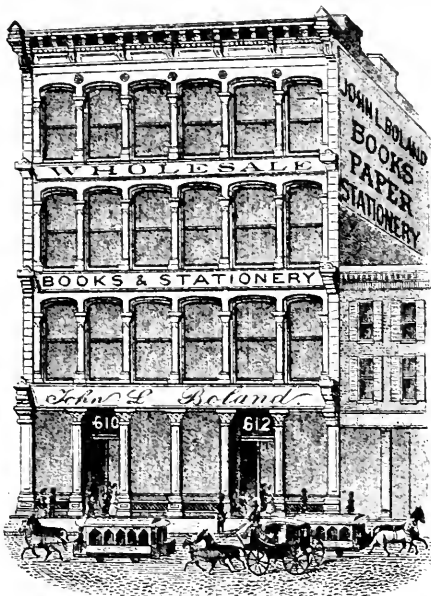
Messrs. Kruse & Co. issue a weekly price list, which will be furnished upon application thereto.

JOHN L. BOLAND.

Wholesale Bookseller, Stationer and Paper Dealer, and Blank Book Manufacturer: 610 and 612 Washington Avenue.

This house's record extends back for half a century—to the year 1835. Few houses of that date are now in existence, and it is safe to say that few of this day will be continued that length of time in the future. The original firm was Amos H. Schultz & Co.; after them came Cantwell & Shorb (some fifteen years ago), with whom the present proprietor was interested, although his name was not conspicuous in the management. In 1873 the house was Shorb & Boland. About a year ago Mr. Shorb retired, and Mr. Boland now directs affairs alone.

The house has a trade sufficient for the employment of thirty-five to forty people, ten of whom are travelers for it. The patronage comes to it mostly from the North, the West and the South - west. The



stock carried includes all the latest literature as it is published, and the finer lines of holiday goods and novelties. For the trade, school books and stationery are made a specialty. The house has all the characteristics of age, responsibility, repute and ample resources.

Its business connections with publishers are so extensive, that a new book scarcely leaves the press before it is found on the shelves of the store, and the highest grade of new literature is made a specialty of. Some idea of the facilities of the house is presented in the accompanying illustration.

CHAS. NIEDRINGHAUS.

Wholesale and Retail Stoves, Ranges, etc.: 1001 Franklin Avenue.

The year 1858 is the date of the establishment of this house, the original firm being Niedringhaus Bros. The house has always been located in the neighborhood where it now is. In 1867 the brothers dissolved, each taking a branch of the business, Charles the stove trade, and H. L. the furniture business.

Mr. Niedringhaus has been a resident of St. Louis for twenty-seven years. He has an excellent city trade and a first rate patronage in Missouri and Illinois for his stoves, ranges, refrigerators, gas and gasoline stoves and house furnishing goods. He is agent for the Michigan Stove Company and the Adams & Westlake gas and gasoline stoves.

S. BIENENSTOK & CO.

Dealers in Broom Corn, Broom Material, Furs, Hides, Peltries, Feathers and Wool: Office, 222 and 224 North Main Street; Warerooms, 223 and 225 North Commercial Street.

The following extracts from an article published by the *Post-Dispatch*, of this city, last year, illustrate the strength, solidity and characteristics of the house which is the subject of this sketch:

"Few people about St. Louis know that there is a Wool Exchange here which meets daily at No. 10 Commercial Alley, and still fewer know that St. Louis is the largest receiving wool market in the country. About 20,000,000 pounds are received annually, and the Bienenstoks are the largest buyers in the city, handling nearly \$3,000,000 worth of the staple a year."

The house of Bienenstok & Co. dates its establishment from the year 1860. The present partnership was entered into in 1878. The old house will be recollected as located on Broadway, next to the Randall House, and afterwards at Second and Walnut Streets. The

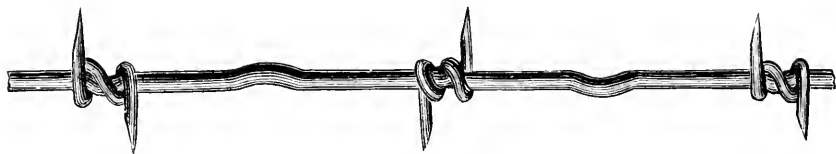
new firm first opened at 113 Main Street, afterward moving, to accommodate its increasing traffic, to the present location. The buildings occupied at the numbers given above are six stories high, 120x80 feet in area, contain several bide, fur and wool presses notable for size, and in them are employed 25 men, whose salaries aggregate \$2,500 per month.

The trade of the house is mostly located in the Southern and Western States, and is principally in wool, which is its specialty. Liberal cash advances are made by it on consignments, and the concern is very generally regarded as a fair-dealing and straight-forward house, such as it is a pleasure to have dealings with.

THE ST. LOUIS WIRE MILL CO.

Wm. Edenborn, President and Treasurer; Chas. F. Hintze, Vice-President and Secretary: Twenty-first Street, from Gratiot to Papin Street.

The "St. Louis Wire Mill Co." (owned by F. M. Ludlow) was the original designation of this establishment. Mr. Wm. Edenborn, now President of the concern, was employed by Ludlow until he bought him out. Mr. Edenborn has been a resident here since



1867. He is a practical wire drawer, and is experienced in every detail of the business. It was he who drew the first wire made in St. Louis. Besides his interest in these works, he is Vice-President of the Southern Wire Co., and is President of the Steven's Fence Co.

From 1869 to 1880 these works were at Main Street and Clinton Avenue. As the trade expanded and greater facilities became necessary, the necessity of larger premises was apparent. Accordingly in the latter year removal was made to the premises at Twenty-first and Papin Streets. Here there are employed about 160 hands, most of them in the manufacture of plain and barbed wire and staples. These goods find ready sale all over the West, North and South, by reason of their quality, durability and cheapness.

THE HULL & COZZENS MANUFACTURING CO.

Sole Agents and Manufacturers of Hayes' Patent Skylight, Spears' Philadelphia Fireplace Heater, Richardson & Boynton Heating Furnace; Copper, Tin and Galvanized Iron Work: 1125 Olive Street.

Established in 1841, this concern's repute in the mechanical world is based upon actual performances. Mr. Hull, of the original firm, died about a year before the incorporation of the stock company, nevertheless his name was retained as a part of the business designation adopted in 1875. The officers of the company at present are, W. F. Cozzens, President; L. D. Roberts, Secretary. Mr. Cozzens was at one time a City Councilman, at present he is one of the building committee of the Mullanphy estate.

The Hayes metallic skylight, for which this company is Western agent, is the well-known New York invention, which has been the favorite everywhere from the time of its introduction. The Cozzens Company has its best patronage in the city and the surrounding country.

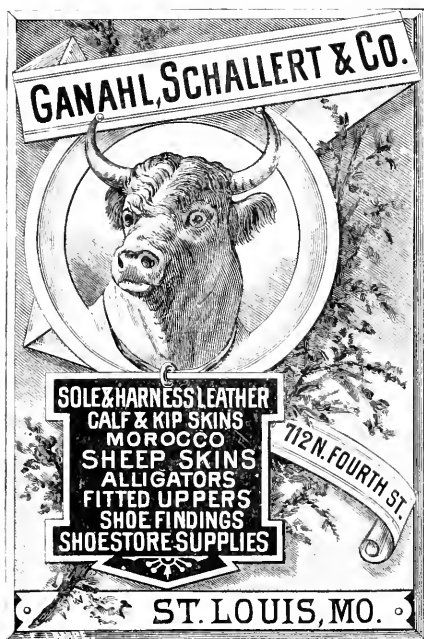
SAM'L. A. GAYLORD & CO.

Dealers in Investment Securities: 307 Olive Street.

Messrs. Gaylord & Co. (Sam'l. A. Gaylord and John H. Blessing) have made a great success in the negotiation of municipal bonds of Missouri, Kansas and Nebraska, which securities they handle in greater amounts than any firm here. Mr. Gaylord, senior in the firm, has been a resident of St. Louis since 1849. He came originally from New York, and was for many years engaged in banking operations, until in 1861, when he established this house, in company with his father and brother. About twenty-three years ago they withdrew, and for a time the firm was Gaylord, Leavenworth & Co. Since 1866 it has been as appears at the head of this account. Mr. Blessing, from 1869 to 1880, was in Mr. Gaylord's services; in the latter year he acquired his interest. The firm executes orders in New York, Philadelphia and Boston. All orders will be promptly and satisfactorily attended to.

GANAHL, SCHALLERT & CO.

Leather and Shoe Findings: 712 North Fourth Street.



This house took its rise in the venture of Christian Ganahl and A. Jochum in the year 1860. Upon the death of Mr. Jochum, Mr. F. J. Ganahl acquired his interest. Until about the year 1872 the firm was Ganahl & Bro., but from that time on it has been known by the designation at the head of this paragraph. At the beginning of this year, Mr. F. J. Ganahl assumed the entire control and management, and so has conducted the house to date.

This concern has a standing throughout the West and Southwest befitting a house with a quarter of a century's record. Its annual business approaches a quarter of a million in amount closely. The fact that it makes no specialties of its stock shows the breadth and variety of its operations. It has all the characteristics of an establishment of wealth, influence and repute. The business methods of this house, like its goods, give entire satisfaction.

Within the last few years St. Louis has attained more general recognition as a desirable market for the leather trade, and its tributary territory, in receipt of raw material and shipment of manufactured product, is constantly increasing. Among those who have largely promoted this interest, is the enterprising firm of Ganahl, Schallert & Co., and

the prosperity of the house is the reward of such well-directed energy and enterprise.

JESSE ARNOT.

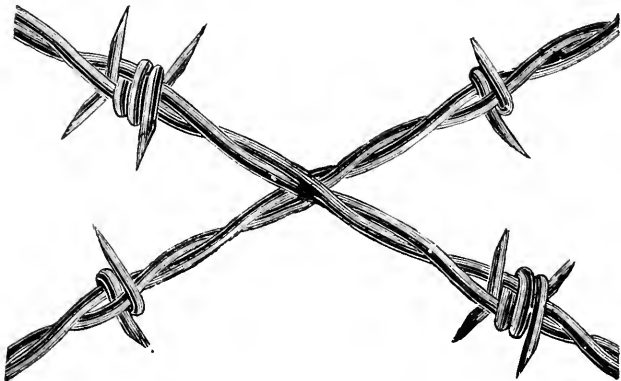
Livery, Sale and Board Stable: 908, 910 and 912 Chestnut Street; 907, 909 and 911 Market Street.
Don Hewitt, Manager—Branch Office at Lindell Hotel

There are few citizens of St. Louis and its environs who do not know Jesse Arnot, who, away back in 1837, drove the first four-horse stage that ever entered Glasgow, Mo., and, many years after, in person drove the hearse (which he still owns) that conveyed the remains of the martyred and immortal Abraham Lincoln to their resting-place in the city whence the savior of his country had a few years before departed to assume the trying duties of the Chief Magistracy of the Nation harassed by internecine strife. Nearly fifty years ago he came to St. Louis, but here joined the historical Howard party on its trip up the country, and did not return until 1849. In the latter year he and his brother (A. Arnot), with a capital of \$2,000 only, bought the livery stable of Robert McO'Blennis on Chestnut Street, adjoining the old *Republican* office, and thus inaugurated an enterprise now occupying premises extending from Market to Chestnut streets, employing from 250 to 300 horses, a small army of men, and almost every variety of vehicle, from a single seat buggy to the grandest barouche—the largest stable in the West. The change of location, prior to the occupancy of the present spacious quarters, was from the site now occupied by the Chamber of Commerce building; for where the bulls and bears now rage rampant, Mr. Arnot's horses for twenty-one years neighed and enjoyed their oats. It was about the time of the removal that Mr. A. Arnot retired, leaving the chief founder to continue the business with his old foreman, Wm. Henezey, who still remains with him, having served in that capacity from the first, and always with great faithfulness and efficiency. Jesse Arnot has always exhibited much public spirit and enterprise. He was one of the founders of the Fair Ground Association, and is still a stockholder; he purchased one of the first lots sold in Bellefontaine Cemetery; was one of the founders of the Bank of Commerce, in which he is yet a stockholder, which relation he also holds towards the Exposition, and has been a promoter of every enterprise tending to advance the interests of St. Louis. Mr. Arnot is still energetic and is highly esteemed. Mr. Don Hewitt manages the stables, and Mr. Arnot himself much frequents his branch office at the Lindell Hotel.

THE BENTON WIRE WORKS CO.

F. W. E. Best, General Manager; F. M. Kleiber, Secretary; Manufacturers of Barbed Wire Fencing; 320 to 326 South Twenty-first Street.

The Benton Barbed Wire Company employs forty men, and has the best part of its patronage in the West and Northwest. The works have a capacity for manufacturing 40,000 pounds of barbed wire a day.



Mr. Best, the President of this company, has been a resident here some twelve years. He was in furnace building in the Southern country and in England prior to his arrival. Before this company's establishment (1883) he superintended the furnaces for the Harrison Wire Co.

Secretary Kleiber has been in St. Louis now going on twelve years. He was a clerk with the Harrison Com-

pany, and had also had an extended experience in the business. This company is in thriving condition as regards resources and patronage, and is rapidly taking position with the heaviest of the local wire manufacturers.

WHITE SEWING MACHINE CO.

No. 14 North Fourth Street.

Since its establishment in 1876 the progress of this company has been nothing short of extraordinary. It has, in addition to extending its trade over the entire United States, established agencies for the sale of the *White* machine throughout Europe and in many other foreign countries.

The St. Louis branch, under the management of Mr. W. F. O'Mara, has entire control of the business in the States of Missouri, Kansas, Arkansas, Texas, New Mexico, Nebraska, Indian Territory and the southern portion of Illinois, and there are about five hundred sub-agencies in the territory above mentioned, which necessarily brings this city a large trade in the *White* machines. The well-won reputation of the *White* has made it a popular favorite with dealers everywhere, who find it the most rapidly selling machine now in the market. The business of the St. Louis branch of the White Company is rapidly expanding, and it is now recognized as one of the most promising enterprises in the city. For the carrying on of its retail business in St. Louis this company has a small army of employees, and keeps in use constantly fifteen wagons. The new "Automatic White" machine lately placed upon the market by the company has already become a popular favorite. It is a beautifully finished, light-running and durable single-thread machine, and wherever it has been exhibited or tested has been accorded the palm of superiority. Reasoning from its past record, the White Sewing Machine Company can look to a most promising future in the business history of St. Louis.

J. B. LEGG.

Architect: Southeast Corner of Fifth and Olive Streets.

The name of the architect is unfortunately too seldom associated with the structure that he plans, and due credit has been denied many a meritorious and superior work on that very account. It is with gratification therefore that the subject of this brief sketch is referred to as the architect of the St. Louis Exposition and Music Hall buildings, one of the finest specimens of architecture in the country. Architect Legg has been pursuing his chosen calling here for about sixteen years. Nearly two-thirds of his work being outside of the city, and distributed over twelve or thirteen States, he had not, up to the erection of the Exposition building, acquired the reputation that men of smaller caliber (and greater pretense)

claimed for themselves. But he can show many fine examples of modern architecture both in the city and surrounding States, notably the Manual Training School of the Washington University, D. Crawford & Co.'s building, the Hotel Rozier, the Centenary Church, "Famous" building, the Natatorium, residence of R. M. Scruggs, and others. Elsewhere he is known as the designer and superintendent of the Illinois State Institution for the Blind, at Jacksonville; of the Eighth Street Church at Little Rock, Ark.; of the Opera House at Neosho, Mo.; the Opera House in Fort Smith, Ark.; the Ashy Block at Helena, Montana; the Comstock & Avery building at Peoria; the Ulrich Block at Decatur, and many others.

Mr. Legg makes the contracts for owners with builders, etc., for the different parts of the work, and supervises the construction of buildings. He is now putting up the Palace Rink building at Wichita, Kansas, and the new Methodist College at Muskogee, Indian Territory.

THE BROCKNER-EVANS BALE TIE CO.

W. Brockner, President; Henry A. Stine, Secretary and Treasurer; Manufacturers of Patent Steel Wire Bale Ties, Galvanized Wire Netting, Sheep Fencing, Poultry Houses, etc.;
 819 to 823 North Second Street.

Established five years since and incorporated about three years ago, this house has flourished because it has had most excellent management, and because it has a superior article to offer its trade. In its specialty, wire bale ties, it now has a patronage coming from all the States, and an annual business rising \$50,000 per year.



The Brockner-Evans wire tie is mostly used for the baling of hay, also for broom corn and other such purposes. Sales are largely made direct to the farmers who have presses and bale their own hay. The cut on this page illustrates the style of the bale tie made by this company. The Brockner-Evans Company has a paid up capital of \$10,000.

D. CRAWFORD & CO.

General Dry Goods Merchants: Broadway and Franklin Avenue.

The Crawford establishment, now known not only in St. Louis, but pretty well over the West, South and Southwest, was, in 1866, an exceedingly modest enterprise. The first store occupied by Crawford & Co. was but 13x20 feet in area. Gradually as the patronage has been developed by constant and persistent application these premises have been expanded until now, on the same spot, or rather at the same situation, the house occupies about 60,000 square feet of floor surface, which is in as marked contrast with the original appearance of the place as the annual sales would be if compared with those of to-day. This year it is expected that the transactions will exceed \$2,000,000, which amount does not seem excessive when the fact is taken into consideration that the house has 400 employees, and at Christmas and other busy seasons sometimes 500.

Of course the bulk of the trade of this house is local, but the order or shipping department is not the least important branch of this industry. The house handles, besides dry goods, boots and shoes, house furnishings, upholstery, tailoring materials, millinery, books, etc., etc., in fact all sorts of household necessities. As an instance of the methods by which business is accelerated here, it may be mentioned that last winter Crawford & Co. bought out the complete stock of Leubries Bros. upon the occasion of the Sheriff's sale, paying in cash the sum of \$108,555 to the Sheriff, thus displaying an ability to handle great enterprises and the ample resources at command of the principals.

The "Co." of this firm is Mr. A. Russell; Mr. Crawford is of Scotch birth, and was at one time President of the St. Andrews Society of this city.

HOLT, PAYNE & CO.

Live Stock on Commission; Union Stock Yards.

The business of this firm has been established some eighteen years, although the partnership as now existing dates back but eight years. The card of this firm gives a brief but pointed statement of the methods pursued by them; methods which have been approved by a patronage coming largely from Illinois, Missouri, Arkansas, Tennessee, Kansas and Iowa. It reads:

"J. C. Payne, Cattle Salesman, Hugh M. Watson, Hog Salesman, John J. Holt, Office. Consignments to us at National Stock Yards will be promptly attended to. We engage in no speculations, but devote our whole time, capital and energies to the interests of our cus-

tomers. Our salesmen are principals—men of experience—and vitally interested in giving satisfaction. We hold no stock unless compelled to do so, but make it a rule to sell on first feed and water, if possible (and for the best, as it generally is). Drafts on consignments honored to the extent of two-thirds value of stock. Bill of lading showing consignments must, in all cases, accompany draft. Give us a trial. Our interests are united with yours, and we depend entirely upon the patronage we can secure, by deserving it."

In the packing season this firm sells from ten to twenty thousand dollars' worth of hogs a day. In the summer season they handle mostly cattle. The annual transactions reach a million or a million and a half; probably nearer the latter figure than the former. More hogs are sold of course than cattle, but the one sort of sale about counter-balances the other in value. The monthly average of cattle sales by this firm is 1,800; of hogs 8,000. The gross sales in December last were \$101,050.00. These figures illustrate better than any mere assertions the standing and responsibility of the firm.

McCALL & HAASE.

Manufacturers of Fine Carriages, Coupes, Buggies, Surreys, etc.: Corner 18th and Pine Street.

This establishment, founded in 1871 by McCall, Lancaster & Haase, was two years later necessarily changed to the present style, Mr. Lancaster having died. So the firm is now composed of Louis M. McCall and Chas. H. Haase, both first-class mechanics and with years of experience in carriage making. Their specialty is fine carriages, which are so much admired in the city of their manufacture, that although this is now the largest factory devoted to such fine work, the demand fully keeps up with the supply and the trade continues largely local. The firm took first premiums at State Fairs so long as awards were made to carriages at all.

Starting on Tenth and Washington Avenue, and five years thereafter located on St. Charles Street, the firm requiring more room, and greater facilities for manufacture with the increase of trade, removed to their present commodious quarters the present year, and occupy a magnificent four-story building, 95x109 feet, employing constantly from fifty to sixty skilled hands. The basement is used for storage; the first floor as blacksmith shop, office and salesroom; the second is occupied by the wood department and ware-room; the third and fourth floors as paint shops and trimming departments. Painting and repairing are made a specialty. The members of the firm are enterprising and public-spirited. They were among the promoters of the Exposition and are stockholders therein.

HUNTER BROS.

Shipping and Commission, Grain and Feed House: 407 Chamber of Commerce Building.

This is a house that does no option business, and does not solicit consignments. Mr. W. W. Hunter runs the Chicago office of the firm, Mr. John A. Hunter the St. Louis establishment. Travelers of the house buy throughout the country, and the principals purchase also on 'Change here and in Chicago, for shipment to the principal Southern and Eastern cities, where the house has its brokers.

The house was established here in 1872, by Mr. W. W. Hunter. He lived here from 1867 to 1879, going in the latter year to open the Chicago house. John A. Hunter is a resident of St. Louis since 1873. Both brothers are members of the Merchants Exchange here, and W. W. belongs to the Chicago Board of Trade. The Chicago house is located in the Insurance Building, Rooms 411 and 412, No. 218 La Salle Street. Hunter Bros. stand high in the estimation of all who have ever had dealings with them.

HENRY & CO.

Manufacturers of all Grades of Excelsior: Northeast Corner of Carr and Main Streets.

P. Henry, F. Tieman and F. Utrecht have been in business as the firm of Henry & Co. for about eleven years. They began with but moderate prospects, but have since developed a most satisfactory trade for the product of their factory in the Northwest and West, Southwest and South. The machinery and presses in use by them for making and packing the excelsior is of their own invention and patent. They are continually improving the same and thus lessening the cost of producing the commodity they make. They have thirty men employed, and do a business of perhaps \$30,000. The works turn out about three tons of excelsior daily when they are run to their full capacity. Henry & Co. have been fairly successful, and they deserve it because they have brought to bear on their affairs, pluck, persistence and speed.

WESTERN RAILROAD LAMP AND LANTERN MANUFACTORY.

F. Meyrose & Co., Proprietors; Manufacturers of Tubular, Railroad, Lake or River, and Oil and Candle Lantorns, Electric Lamps, etc.: 733 and 735 South Fourth Street.



This large manufactory was established by Mr. F. Meyrose in 1868, and although in the beginning it was a comparatively small enterprise, under his energetic management it has so grown from year to year that it is now acknowledged to be the largest of the kind west of New York, employing eighty hands, selling goods through jobbers all over the continent, and already exceeding \$150,000 in the annual volume of its trade.

The product of these extensive works, four stories high, fifty feet facing on South Fourth and eighty on Gratiot street, aggregates an average of from twelve to fifteen thousand dozen tubular lanterns and electric lamps a year, all of these being patents, due to the inventive genius and mechanical ingenuity of Mr. Meyrose. The wares, which are of admitted superiority, are everywhere in request. The tubular lanterns and electric lamps are a specialty of the house, but Mr. Meyrose also makes, in large numbers, study lamps and other wares in that line. His partner died about two years since, but the house is continued under the firm name by the enterprising founder, and bids fair shortly to become the largest of the kind in America. Of late years, and by reason of the fact that most eminent oculists have declared gas-light most injurious to the eyes, the popularity of study lamps has greatly increased. Those manufactured by Mr. Meyrose are especially preferred by readers and persons accustomed to literary labors, and his electric lamps have found entrance to many households formerly using gas.

THE ST. LOUIS SASH WEIGHT CO.

Manufacturers of Solid Eye Sash Weights and Special Castings of all Kinds: 153, 155 and 157 Miller Street.

This brisk establishment is an outgrowth of the Baltimore Smelting Works, whose President, James Delaplaine, is also President of the Sash Weight Company. But little business except in weights is done by this concern, the manufacturing being directly for the trade. The company, whose managing officers besides Mr. Delaplaine are, Herman Hess, Vice-President, and A. Linck, Secretary and Treasurer, has been in operation but three years, nevertheless it has already acquired a first-rate and highly encouraging patronage throughout the North, South and Southwest.

A fire destroyed these works soon after their foundation, but such was the trade that they were at once rebuilt. They are now under the management of Vice-President Hess. The twenty workmen turn out about six tons of finished work a day. Contractors and builders pronounce the work done by this sash weight shop of the highest quality. Since their establishment, weights have been furnished to many of the most prominent building jobs done here, among them the Drummond and Exposition buildings. Prosperity has attended this venture from the start.

THE GRIER COMMISSION CO.

D. P. Grier, President, J. B. M. Kehler, Vice-President; Geo. W. Uddike, Secretary; Grain Commission Merchants: Rooms 405 and 406 Chamber of Commerce Building.

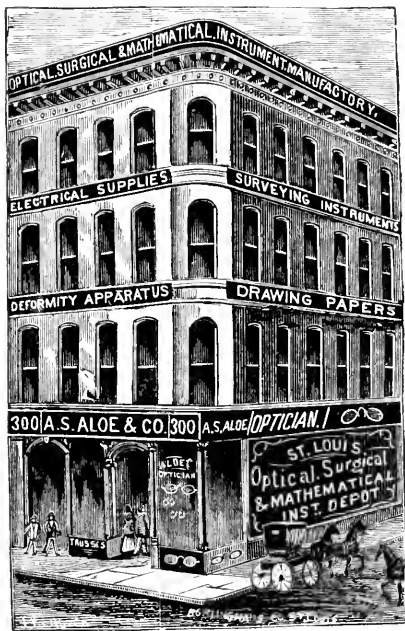
This house was incorporated in December of last year. Its principal dealings are in grain, buying here on 'Change, and through its branch houses at Kansas City and at Atchison and Hiawatha, Kansas, to fill orders for exporters in New York and Philadelphia, and also in New Orleans and Newport News, Md. At the present writing, the house is moving 140,000 bushels to Philadelphia. General Grier was at one time Vice-President of

the Merchants Exchange. He has resided here for about five years, having been in the same line in Peoria, Illinois. Vice-President Kehlor of this company is the well-known mill man. He is also interested in the East St. Louis Elevator. Mr. Uplike, Secretary for this company, has lived in St. Louis for about twenty years. The house receives most largely from the agricultural regions of Kansas, Iowa, Nebraska and Missouri. An option business is also done by it.

A. S. ALOE & CO.

Manufacturers and Importers of Mathematical, Optical, Electrical and Surgical Instruments:
300 North Fourth Street, Cor. Olive.

The visitor to the capital of the great Mississippi Valley rarely fails to view its leading thoroughfare, Fourth Street, and if following the usual custom in this regard, the house of A. S. Aloe & Co. is not apt to escape observation, whether attention is at first attracted by



the massiveness of the building, or some especially noteworthy feature in the always attractive display windows. If the visitor enters the sales-rooms or store, he will be struck with the magnitude of the establishment, and the almost countless number of mathematical, optical, electrical and surgical instruments on view, and will promptly accede to the fact, universally admitted in the trade, that this is the largest establishment of the kind in the United States. If he already has knowledge of the house, it is to the effect that Aloe & Co. make standard goods only, and fully keep pace with the rapid advance of this most progressive business in the history of trade development. Should the caller be interested in any special department, he will find courteous and competent salesmen, conversant with every detail pertaining to the subject.

The history of this firm is one continuous career of progress from small beginnings to a point far beyond competition or rivalry. The house was founded in 1855, by S. Aloe & Son, it later bore the name of A. S. Aloe & Co.; then Aloe, Herstein & Co.; and now returns to the honored name by which it is best known at home and abroad—A. S. Aloe & Co. Besides the store building, 25x120 feet, on the corner of Fourth and Olive Streets, of which the firm occupies the first floor and basement, there is a factory at 207 North Third Street, where the

instruments—other than the imported—are made with the greatest exactness and in the highest style known to the art. Here are employed 35 most skilled workmen—for in the making of the standard instruments of this house it requires the highest and most proficient class of skilled labor at every step, as well as the most improved machinery and tools. Under Mr. Aloe's personal supervision at the store are employed 20 assistants, so that the pay-roll of all the employees of the firm annually exceeds \$50,000. So excelling in manufacture, the firm also exceeds all in the territorial and pecuniary extent of its sales, the former embracing all this country and Mexico, and the aggregate trade exceeding \$300,000 a year. So complete a stock of mathematical, optical, electrical and surgical instruments—\$1,000,000 worth and upwards being constantly carried by the house—is seen at no other establishment in the United States.

Mr. A. S. Aloe, the head of this oldest house of the kind in the city, is distinguished for public spirit in liberally contributing his time and money to any enterprise calculated to advance the general interests of the city. His display at the last St. Louis Exposition was the finest in his line ever seen in America, but he promises an even better exhibit for the Exposition this year. At the St. Louis Fair he has exhibited for fifteen years, and always has taken first premiums over all competition. He is prominently connected with the Merchants and Manufacturers Trades Display Association, which gives an annual parade of the industries of St. Louis, and to the grand illuminations of our gala week he is also a liberal contributor. Hence the large success of his firm is a source of satisfaction among all public-spirited citizens of St. Louis.

GEORGE I. BARNETT & SON.

Architects and Superintendents: Rooms 36 and 37 Insurance Exchange Building, Southeast Corner of Fifth and Olive Streets.

If the accomplishment of great enterprises is to be taken as the test of uncommon ability in any vocation, then the subjects of this sketch have a claim to recognition in a work of this character that may not lightly be gainsaid. This is especially true of the senior member of the firm. Certainly the Southern Hotel building, that which was burned, and the one that replaced it, the Lindell, the Mutual Life Company's solid structure, the Granite building Corner of Fourth and Market, the Barr Dry Goods block, the Old Post Office, and the residences of Gerard B. Allen, and Mrs. Mafit, and J. E. Kaime, may be pointed to with pride, not alone by their owners and constructors, but by any citizen of this community as evidences of the progress and advancement of the great city of St. Louis.

All these structures are the work of Geo. I. Barnett, and to say that they are fairly to be compared with any similar architecture in this country is to put it but feebly.

The elder Barnett has been thirty years practicing his profession here, sometimes as a business associate with others, as when he was one of the firm of Barnett, Scholl & Isaacs, and again by himself. Geo. D. Barnett shares with him the responsibilities of the business, which is chiefly confined to the city, although there has but recently been constructed from their plans a fine hotel in the South, besides other work out of town. For this outside business a superintendent is regularly employed, thus relieving the principals so that they can give entire attention to the home affairs. The office work alone of this firm requires from three to ten draftsmen. Having had great experience therein, this firm is particularly trustworthy in all building projects of moment and importance. The greater the sum to be expended, the more may be saved or squandered in the application of it.

E. S. BROOKS.

Dealer in Hides: 90 North Main Street.

The house at 920 North Main Street was known until about May of last year as the establishment of Lapham, Brooks & Co. It had been founded in 1872, and has always had a most flourishing trade. The Laphams were non-resident partners, one residing in New York and another in Chicago, from which fact may be gathered some idea of what the Eastern connections of the house were and are. The purchases of the house mostly been made in the South and the Territories. The annual business has averaged \$300,000. The employees number twenty-five. The foregoing account shows just about what is the standing of this house. It is one of the foremost in its line, both with respect to capital and resources, as well as in those particulars of management that make a house popular with its patrons.

JOHN R. CALHOUN & CO.

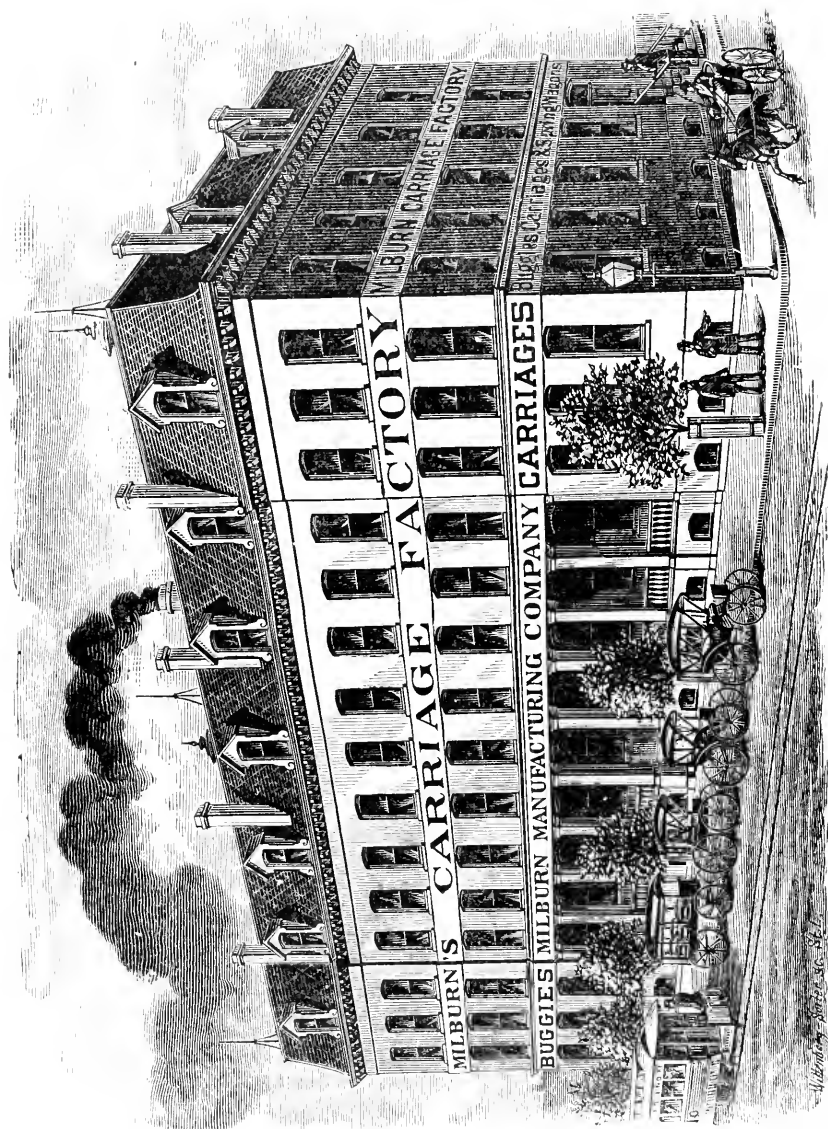
Manufacturers and Jobbers of Agricultural Implements, Farm Wagons, Mill Machinery, etc.: 1024 and 1026 North Main Street.

The firm name in the above headlines has been conspicuous only since 1882, although the principal in it has been doing business here for more than twenty years. He has been known in that time as a member of the commission house of L. J. Bush & Co., as one of the house of Semple, Birge & Co., and as one of Semple-Birge Manufacturing Company, which concern he succeeds. The trade of this house with Missouri, Illinois, the West and Southwest generally, is not overrated when it is put at \$500,000 per year. Six traveling men are now on the road for it. John R. Calhoun & Co. are agents for several of the great manufacturers of the United States, among them: Washburn & Moen Manufacturing Co.'s Hay Baling Ties; E. Bement & Son's celebrated Chilled Plows, etc.; Pekin Plow Co.'s Steel Plows, Sulkies and Cultivators; Sandwich Enterprise Co.'s Cultivators, Feed Mills, Wind Mills and Force Pumps; Emerson, Talcott & Co.'s "Standard" Mowers and Corn Planters; Bickford & Huffman's Farmers' Favorite Grain Drills; P. K. Dederick & Co.'s Hay and Cotton Presses; Fort & Wayland's Champion Hay Ricker, Loader and Gatherer; Hussey Manufacturing Co.'s Improved Smith Mower, 7 Ft. Cut; Sandwich Manufacturing Co.'s Corn Shellers and Horse Powers; Bradford Mill Co.'s celebrated Mill Machinery, etc.; T. and H. Smith & Co.'s "Standard" Smith Wagons; Marshall, Graves & Co.'s "Victor," "Star" and "Dayton" Sully Rakes; E. W. Walker & Co.'s Pumps, Hand Carts and Wheelbarrows; C. S. Bell & Co.'s Standard Sorghum Machinery; Wm. T. Wood & Co.'s genuine Boston Ice Tools.

These and all other standard agricultural apparatus furnished at prices to suit the times and as low as anywhere in the United States.

THE MILBURN MANUFACTURING CO.

James Milburn, President; James G. Embree, Secretary; Manufacturers of Carriages, Buggies, Spring Wagons; Factory, Corner Seventh Street and Cass Avenue.



Originally established in Terre Haute, Ind., this manufacturing enterprise was transferred to St. Louis about twelve years since by James Milburn, the founder, who succeeded to the Presidency when the industry was incorporated, some years since, with a paid up capital stock of \$100,000.

Always a large establishment, it has greatly increased in manufacturing facilities and in its extent of trade during the last five or six years; and since its location at Seventh street

and Cass avenue, where the premises are large (70x120 feet) and comprehend every modern contrivance to facilitate and promote manufacture. The shops include five stories and basement, and the lumber yards cover 50x127 feet. About 125 men are ordinarily employed at the works, and five traveling men are kept on the road, visiting the various points of trade already established and opening new avenues of business. The territorial extent of the trade may be described as all west of the Mississippi, and the house has patrons from Oregon to Mexico. Manufacturing a general line of carriages, buggies and spring wagons, the company also makes a specialty of work adapted to the use of stockmen in Texas and the Territories, as well as for heavy livery work, the vehicles being made large, roomy and durable. President Millburn is an experienced manufacturer and energetic business man, and Secretary Embree partakes of the same qualifications. Hence the large success of the company and the popularity of its wares.

ROBERT McK. JONES & CO.

Dry Goods Commission Exclusively: 618 Locust Street.

It is now nearly twenty years since this establishment was located here as a branch of the house of Joseph S. Geary & Son, of Baltimore. J. M. Randall & Co. succeeded to the business of the branch in 1866. (Mr. Randall is the father-in-law of the late Commodore Garrison.) Following Randall & Co., 1877, came Noland, Jones & Co., who, in 1882, were followed by the present principal, Mr. Jones.

Such in brief is the history of the house. The present firm is still agent for James S. Geary & Son's products in this market, and sell large quantities of those popular goods. The patronage of the house is largely local, and with the dealers in the larger cities of this section. Goods are handled only in the original packages, consignments being received direct from the manufacturers, and sales being made only to the wholesalers and the manufacturers who use dry goods. The specialties of this establishment are jeans, heavy ducks, brown sheeting, grain bags, carpet chain and yarns. Advances are made at a low rate of interest on bills of lading, and all possible accommodation given patrons.

The mills from which this house receives consignments are situated in Indiana, Kentucky, Tennessee, North Carolina, Georgia, and Alabama. The heavy ducks handled by it come from the Mt. Vernon Company of Baltimore, Maryland, the largest manufacturers of heavy cotton ducks in the world. The Mt. Vernon mills use in the process of manufacture some seventy-five bales of cotton daily.

FLEISCHMANN & CO.

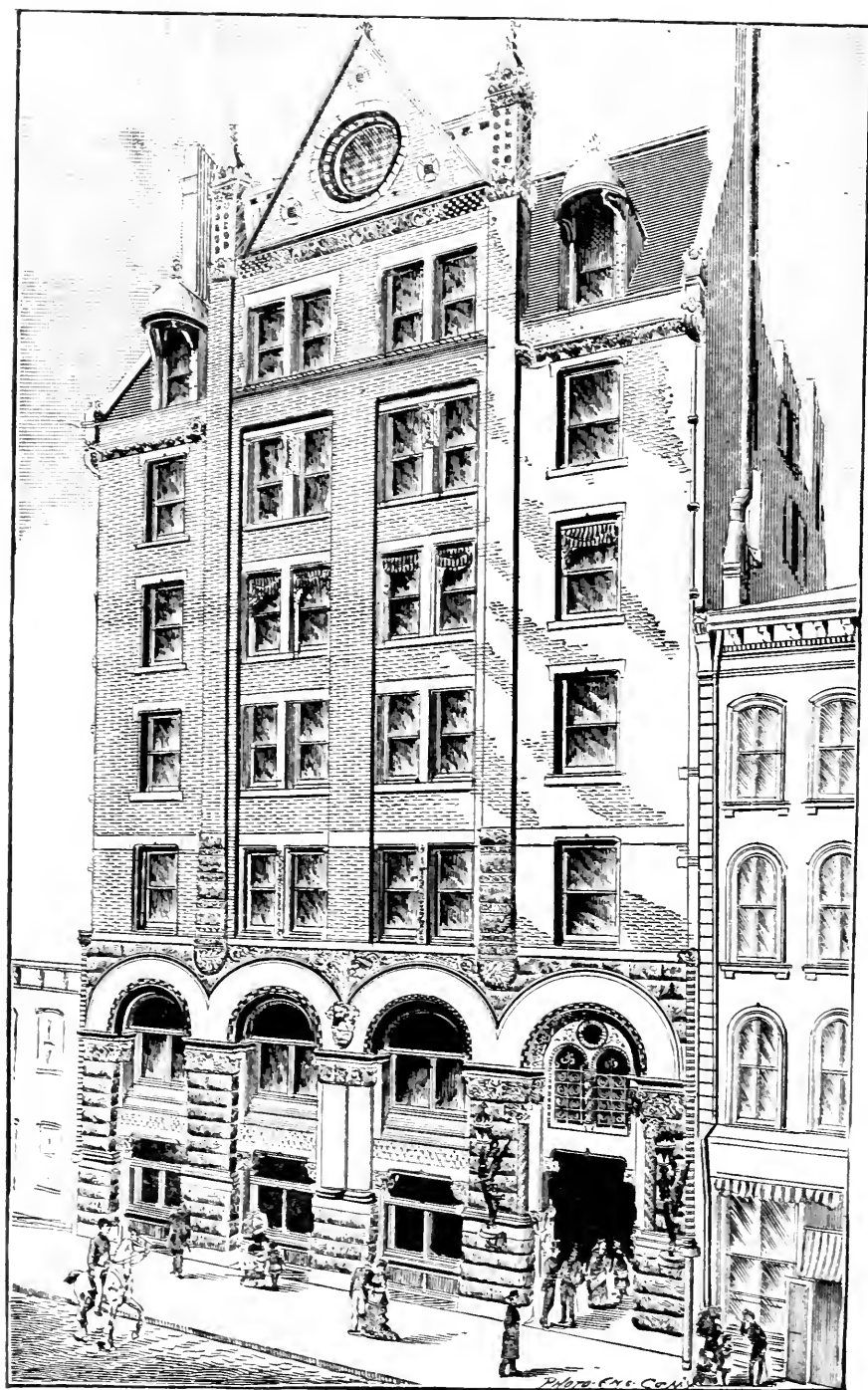
Original Manufacturers and Introducers into the United States of Compressed Yeast; George W. McGlaughlin, Agent; 17 and 19 South Eleventh Street.

Fleischmann & Co.'s Cincinnati Compressed Yeast Company is the largest of the kind in the United States. They were the first to introduce this indispensable household preparation into this country, bringing the recipe therefor from Europe, and they have profited greatly by their enterprise. They have branches of their Cincinnati establishment in all the principal cities, with headquarters in New York City and Cincinnati. The St. Louis house is a branch only, but it does an extraordinary business, not alone in this vicinity, but with the Western and Southern sections, sufficient to justify the employment of twenty men, and nine city delivery wagons. Manager McGlaughlin has been a resident of St. Louis for ten years, and has been representative of the firm here for about seven years. He is a clever and accommodating agent, and is well esteemed by the trade.

N. GOLDSMITH & CO.

Hides, Wool, Furs and General Commission: 112 North Commercial Street.

Mr. N. Goldsmith is regarded as a most active and accomplished business man by all who have had dealings with his house, and these, owing to the miscellaneous character of the produce in which he has transactions, are legion. The house has no particular specialty, all sorts of country produce contributing to an annual business rising \$100,000. The patronage of the establishment likewise is not confined to one locality, but purchases are made in and shipments directed to all quarters of the West and the adjacent South. A strong capital and exceptional resources enable the spirited proprietor of this house to do business at widely different points, and to accommodate his customers as few others in the same line of trade can. The premises occupied by the house are in the heart of the business center of St. Louis, and are conveniently located for all the purposes of a first-class commission trade.



ST. LOUIS ARCHITECTURE.
DESIGNED BY PEARBODY AND STEARNS.

THE ST. LOUIS NEWS CO.

307 North Fourth Street.

This widely known house is the chief distributing point for about all the reading matter that is perused in the West and Southwest. It has regular customers in all the towns of those sections, who are supplied daily with the periodicals and magazines as they arrive. Having 1,126 customers in the country necessitates the charging of that number of accounts each day, and considering the fact that almost the same number of persons take St. Louis dailies, the consequent shipping of over 2,000 packages.

The supplying of the St. Louis dailies is a feature of the St. Louis News Company's trade. Before 6 A. M. of each day over 30,000 copies of the St. Louis newspapers are distributed by it. The company's city news business is similarly conducted, except that no accounts are kept, every customer being required to pay cash. The number of these supplied daily is 275, some of them twice a day.

The stationery and book departments of this house are also made prominent features of its business. The book department is undoubtedly the most complete in number and variety of volumes and subjects to be found in St. Louis.

CHARLES H. TURNER & CO.

Real Estate and Financial Agents: 706 Pine Street.

The Turner family so prominently figuring in the annals of St. Louis, is likewise associated most intimately with the development of the real estate business in this section. The present firm of Chas. H. Turner & Co., composed of the brothers Charles H. and Thomas T., is a successor of the old house established by their father, Henry S. Turner, at the same eligible location, 706 Pine street.

They do a large business in renting property belonging to resident property owners, and also represent, in St. Louis, several non-resident capitalists. In addition to the collection of rents and the care of leased property, the firm also sells property and as financial agents advances loans on mortgages and other securities, on realty. The house has charge of many prominent business buildings as well as residences, and among the best of the former is the new and elegant Turner building, one of the finest in finish and most conveniently arranged buildings for offices in the West, on Eighth street, opposite the new Custom House. A view of the building appears on the opposite page. The firm is well and favorably known throughout Western commercial circles, and its business is constantly increasing.

HULL & STEELE.

Live Stock Commission Merchants: Office, Rooms 7 and 8, Union Stock Yards.

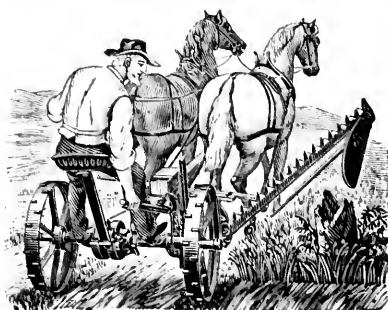
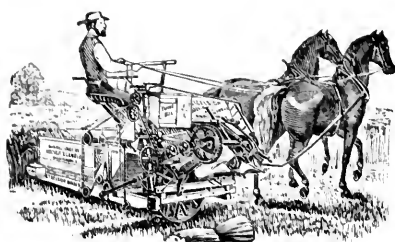
As is well-known, live stock from the West and Northwest goes largely to Chicago on account of transportation rates more favorable to that market than to this. Hence it is that this firm gets most of its trade from Missouri, Kansas, Arkansas, Texas, Southern Illinois, Kentucky, Tennessee, Iowa, and the Western Territories. Messrs. E. B. Hull and R. A. Steele are the principals in the concern. Mr. Hull has been about six or eight years in this line, about five years as a partner with Mr. Steele. The latter has had a lifelong experience in the business. He was raised in the good old county of Pike, famed in song and jest as the Nazareth of the distinguished Joe Bowers. From his earliest years Mr. Steele has been in one way or another engaged in the handling of stock. As a boy he served at the trade. Before coming to St. Louis he was a country trader in cattle and hogs, and was called a first rate buyer. He thus acquired a thorough and practical knowledge of the traffic in cattle, horses, sheep and hogs. Formerly he was doing business at the Broadway Stock Yards, afterwards was one of the firm of Steele, Givens & Co., and again was in business as Steele Bros. It is now sixteen years since he first entered into competition with the dealers of this market, and is thus one of the oldest left in the city, many of those that were here doing business when he came having removed to the National Yards.

For the past few years Missouri has been more of a sheep raising State than otherwise. Losses by dogs, etc., are now nominal, and the business is more profitable than it used to be. The Union Stock Yards are the chief sheep market of this vicinity. Horses and mules are received there, but sales of them are made almost altogether at the stables on Broadway. The firm of Hull & Steele dispose of about eight or ten thousand head of cattle yearly, four or five times as many hogs, and perhaps 6,000 sheep in the same time. The establishment has a good name "all round." Stock should be consigned to them at the Union Stock Yards.

THE EXCELSIOR HARVESTING MACHINES.

Hoover & Gamble Manufacturers, Miamisburg, Ohio; George N. Scott, General Agent, St. Louis, Repairs Machines and Binder Twine: 1107 Clark Avenue.

Previous to 1883 the trade of this establishment was handled from other points, Messrs. Hoover & Gamble only maintaining a transfer house here. But about that time the general expansion of their business in Missouri, Southern Illinois and Kansas, induced them to establish an agency here, with Mr. Scott as Manager.



Messrs. Hoover and Gamble manufacture Excelsior Harvesters and Excelsior Mowers only. The works owned by them have been in operation now for forty years, under their and other names. They have agencies at Indianapolis, Harrisburg, Pennsylvania; Des Moines, Iowa; Madison, Wisconsin; and in other large centers of population, together with local agencies in all the agricultural districts. Send for circulars or any other information to G. N. Scott, 1107 Clark Avenue.

HERMAN LEVY & CO.

Commission Merchants, and Dealers in Hides, Furs, Wool, Sheep Pelts, Tallow, Deer Skins, Ginseng, etc., with Furs a Specialty: 20 North Main Street.

A general commission business, with hides, furs and wool as his specialties, and more particularly furs, was undertaken three years ago by Mr. Herman Levy under the firm name in the caption to this account. To say that Mr. Levy has been successful in his venture is to put it but moderately, for, although so short a time has elapsed he has, by diligent and shrewd management, established a satisfactory business. Mr. Levy has conducted his affairs so that he is regarded by both buyer and seller with implicit confidence. Orders entrusted to him are promptly executed, and returns are expeditiously and accurately made. Other excellent commercial traits commend him to the trade as thoroughly accomplished in his line and always trustworthy.

During the season of 1883-4, Mr. Levy handled coon, mink, skunk, opossum, fox, otter, beaver, wolf and bear skins to the aggregate amount of 552,235 pieces. This was two thirds of all the furs shipped to St. Louis. These figures indicate the business he does with the traders of Missouri, Illinois, Arkansas, Mississippi and Texas. For the season of 1884-85 (Fall and Winter) this percentage will hold good, showing that he is the heaviest dealer here.

THE SOUTHERN BOILER AND SHEET IRON WORKS.

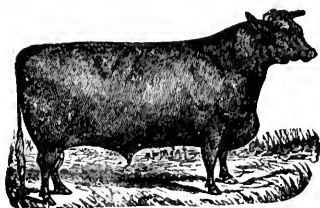
Richard Garstang, Manufacturer of Boilers, Tanks, and every description of Sheet Iron Work; Repairing a Specialty: 1243 South Second Street.

Mr. Richard Garstang, of 1243 South Second street, is so conservative a man that he makes it a point never to advertise. This notice of his business is consented to by him only to satisfy the general desire to have this record of the industries of the city in 1885 as complete as possible. He very modestly desires no more to be said of him than that he established himself in business in a small way in 1863, that he now has twenty skilled mechanics in his employ, and that he is the manufacturer of Garstang's Patent Feed Water Heater and Filterer Combined, one of the most useful of recent applications to steam machinery. Upon this brief but truthful statement of his affairs he is content to let his own and the reputation of his works rest.

DAVID CARLISLE.

Manufacturer of Crushed Feed, and Dealer in all kinds of Grain, Hay, Bran, etc.: 111 and 116 Chestnut Street.

David Carlisle is the successor to the firm of Anderson & Carlisle, whom he bought out a year ago last February, since which time he has managed the affairs of his house singly and alone, and satisfactorily to all his patronage. Since his purchase he has enlarged the



premises and greatly increased his facilities for turning out crushed feed for horses and cattle, a change that has resulted in an expansion of his trade. Two corn mills, and a 15 horse-power engine, are required to supply the demands upon him for crushed feed of all kinds, including grain, oats, barley, rye, flax-seed, etc., which are crushed to order in quantities to suit the purchasers of this vicinity and of Mississippi, Louisiana, Arkansas and the adjacent Southern States.

Acknowledged to be the best and most economical food for horses and cattle, the demand upon this establishment has been large, because of its superior facilities and prompt and thorough business methods. Mr. Carlisle's affairs are therefore in a thriving condition.

THE TEICHMANN COMMISSION CO.

Chas. H. Teichmann, President; Adolph Bang, Vice-President; E. Boesewetter, Treasurer; Gust. T. Haenschen, Secretary; John Tumbach, Assistant Secretary; Grain and Flour Commission Merchants: 25 South Main Street, Between Market and Walnut Streets.

This concern was incorporated in 1882 for the advancement of its interests and in furtherance of the great industries to which it confines its operations, viz, grain and flour. Long prior to that time however, the principals in the house had been a recognized factor in the market of St. Louis as the firm of Teichmann & Co., which was founded in 1857. The President of this company is one of the oldest and best esteemed commission merchants of St. Louis. He was with the house of Angelrodt & Co. from 1852 to 1857, has been one of the most prominent Exchange members for years, in fact has held high office in that institution; was for eleven years President of the U. S. Savings Institution, has long been one of the Board of the Jefferson Insurance Company, and is a man of affairs generally. Secretary Haenschen was, before his entry here, one of the firm of Haenschen & Orthwine, well-known and active operators in the staples and bread stuffs.

The house has an immense trade, probably aggregating \$1,500,000 a year. They have an especially big consignment patronage, developed during long years of thorough service for patrons in all the States, far and near. As a house of uncommon strength, age and repute, and one too with a remarkably clean record, this would be one of the first chosen by an impartial person as representative of the spirit and characteristics of the St. Louis merchants. It is one that leads rather than follows the events of the market.

THE S. E. GROTE PAINT STORE CO.

SUCCESSORS to Pettes & Leathe (who were established in 1856), Wholesale and Retail Dealers in Painters' Supplies; S. E. Cor. Seventh and St. Charles Streets.

This house began business with the purchase of the paint trade of Pettes & Leathe in 1882, Mr. S. E. Grote being the principal in the new establishment for two years thereafter. The next year the firm was known as Grote & Scott, and upon the latter's death incorporation was resorted to (February last), with the following officers: S. E. Grote, President; Henry Kaufeld, Secretary; Wm. Stemker, Vice-President.

The S. E. Grote Company supplies the Western and Southwestern country with all classes of paint supplies, window glass, glues, brushes and the et ceteras of the trade. It is importing agent for Harland's English varnishes, the highest class finishing varnish made in the world, and Western depot for Parrott's celebrated American varnishes. The house is also proprietor of the Monarch hard finish wood fillings, a most superior article largely in use by furniture manufacturers and car builders. The capital stock of this company, \$15,000, does not by any means represent the volume of its trade. Its annual transactions are probably ten times that sum in amount. Mr. Grote attends personally to the management, and makes a particular effort to satisfy the wants of house, carriage and car painters, also frescoers, scenic artists and decorators.

A. CAFFERATA, SONS & CO.

Importers and Wholesale Dealers in Tropical Fruits, California and Florida Oranges, etc.; Imported Macaroni, Vermicelli, Olive Oil, etc.: Nos. 23 and 25 South Fourth Street.

In 1854, this pioneer establishment of the kind in St. Louis was founded by A. Cafferata, who remained at its head up to the time of his death in 1881. In the development of this new industry his efforts met large recompense and reward, and its steady growth was hailed with much satisfaction by the leading commercial men of the Mississippi Valley, who saw, through the fruit interest, desirable business relations maintained not only between St. Louis and its naturally tributary territory, but with the distant Pacific coast and foreign lands as well.

Under the direction of the enterprising and far seeing pioneer, aided subsequently by active and energetic younger members of the firm, the business continued to grow until it reached its present mammoth proportions, needing, for the dispatch of business, very commodious store-rooms and basement, covering 50x140 feet, at Nos. 23 and 25 South Fourth street. Here are, in season, found large supplies of Florida and California oranges, of which the house makes a specialty, and fresh tropical fruit in every variety, as well as nuts, dates, figs, raisins, imported macaroni, vermicelli, olive oil, etc. The house imports foreign goods direct, and maintaining business connections in New York, New Orleans and San Francisco, is enabled to make purchases promptly upon the arrival of fruits. Always the leading house in its line, the original designation of the firm, as well known abroad as at home, is maintained. The present partners are, L. D. Cassenelli, F. I. Cafferata, A. J. Cafferata, and Charles DeVoto, and under their active and energetic management the business has continued to increase territorially and otherwise. The fruits in which the firm deal are the finest, and are received and shipped with such care, promptness and dispatch that they reach their destination in the finest condition.

T. WRIGHT & CO.

Dealers in and Importers of Fine Cigars: 300 and 302 Olive Street; Branch House, S. E. Corner Eighth and Olive Streets.

A review of the leading business houses of St. Louis would not be complete without mention of the firm of T. Wright & Co., manufacturers of the celebrated Havana-filled "Laurel" 5-cent cigar. This well-known house was established by Mr. T. Wright in 1866. Like many other establishments of note, it was started on a small scale, but by the energy and thoroughgoing business qualifications for which the brothers Wright are conspicuous, a trade has been built up of which any house might well feel proud. The reputation of this house for handling the very best goods in their line is too well known to instance. Messrs Wright & Co. are agents for the following first-class firms: Straiton & Storm, the largest manufacturing firm in the world; Seidenberg & Co., Key West cigars; Lozano, Pendess & Co., pure Havana cigars. This firm, which is energetic and successful, has a trade scattered throughout the United States. Mr. T. Wright came here from New York, where he had long been engaged in his present line. He takes a trip to Havana once or twice a year, which excursion is a matter of both business and pleasure. He is a fine judge of cigars and tobacco stock, and indeed is considered an expert of no mean ability.

THE ST. LOUIS SAW WORKS.

Joseph W. Branch, Anthony Schulte, Robert L. Fosburgh (Branch, Crookes & Co.); Manufacturers of all kinds of Saws, Planing Knives, etc.: 114 and 116 Vine Street; Works, 3000 North Broadway.

Previous to his coming to St. Louis, Mr. Joseph W. Branch, now so thoroughly well known to this community from his connection with numerous business and financial concerns of importance, manufactured saws in New York City. He first began in the same line here in 1849, as a member of the firm of Branch, Crookes & Frost. That lasted until 1857, when upon the retirement of Mr. Frost the firm name was changed to what has since become a notable name amongst the industries of St. Louis—"Branch, Crookes & Co." Mr. Crookes died in 1874. Messrs. Schulte and Fosburgh, the foreman and business manager, were then admitted to an interest. These gentlemen, with the original founder, make up the present company—a company which, employing between 50 and 100 men, markets its most superior products so far away as Russia and South America, besides having an immense trade at home. Mr. Branch, as is well known, has accumulated a great fortune from this and other big enterprises. His associates in the saw company are about as well known as he.

THE GRAHAM PAPER CO.

Manufacturers and Dealers: B. B. Graham, President; A. D. Cooper, Secretary: 217 and 219 North Main Street.

Without exaggeration this company may safely be said to be one of more than a mere local celebrity. It was notable in the paper trade prior to its incorporation in 1880. Sales to Mexican, Sandwich Island and other foreign patrons indicate that this house makes no limit as to its field, and considers the world its territory. Mr. H. B. Graham, now the Vice-President of the company, although not the founder of the house, has been connected with it since its first transactions in 1855.

Number 217 North Main street contains but a small portion of the stock carried by this concern. The premises there are used as offices and salesrooms. Besides these quarters the company has a building at Sixth and O'Fallon streets, and some five or six warehouses for paper and paper stock, which are necessary adjuncts to the main establishment. With these conveniences and most complete facilities, it is prepared to do business in competition with any house here or elsewhere. About 150 hands are employed by it, and the yearly sales exceed \$1,000,000.

This house has a custom of its own, but its managers are brisk, aspiring and pushing business men, always ready to seize the opportunities of commerce, and steadily striving to enlarge their operations. Thirty years uninterrupted service in one line, marked by a constant expansion of the patronage of the house, are surely indications of its stability.

OSWEGO STARCH FACTORY.

T. Kingsford & Son, Manufacturers, Oswego, N. Y.

The name that heads this account is a familiar one in the households as in the markets of the world. Many years of manufacture has made the name of Kingsford conspicuous as that of a commodity world-famous for its purity and merit. This company has, directly and indirectly, over 1,000 hands in its employ. The goods made by this factory are sold by it from its own agencies in all the principal cities of the world, every European, American and Australian center being thus supplied. Kingsford's starch has secured a higher reputation and more extensive use than any other manufacture, the demand having continuously increased until the production now consumes 1,250,000 bushels of corn yearly, making about 12,000 tons of starch—40 tons per day. Jobbers' net price list furnished upon application.

JAMES WHITELAW.

Printers' Machinist: 107 Market Street.

Exceptional prosperity has attended the efforts of the subject of this sketch since the establishment of his very complete works at 107 Market street. The high quality of his work, the skill and accomplishments he has displayed in designing special and labor saving machinery on demand, have attracted in a very few years a most liberal patronage. Making a specialty of improvements and repairs in printers', bookbinders' and lithographers' machinery and fine tools, he may almost be said to have a monopoly of that trade in this vicinity, custom coming to him as it does from Illinois, from the interior of this State, from Kansas, and in fact from all the adjacent business centers. Special attention is given by this concern, not only to printing machinery, but to shafting, pulleys, hangers, stamping dies, gear cutting, and all the sorts of manufacturing apparatus in use. The very best artisans only are employed, and work is invariably delivered on time.

Mr. Whitelaw, it may be mentioned, was for nineteen years general foreman for the St. Louis Type Foundry before venturing for himself.

JACOB C. C. WALDECK & CO.

General Provision Dealers in all Kinds of Fresh and Cured Pork, etc.: General Store, 111 Market Street; Branch Office, 2419 McNair Avenue.

Prior to 1879 this house, now recognized as one of the busiest and soundest in the wholesale quarter, was in the retail trade at the Biddle Market, but in that year prosperity had so far attended the enterprise and energy of the partners that it was determined to embark in the provision traffic upon a larger scale. Accordingly business was carried on with marked success at No. 117 Market street, from which point removal was made to accommodate the expanding patronage of the house in 1884. This house is rated high in the general esteem,

not alone for the high quality of its provisions, but for the amount of its yearly transactions, which reaching \$75,000 per year is annually increasing. The trade is not confined to the city, recent improvements and arrangements having been made to satisfy the country trade, also a greater warehouse capacity, enabling Messrs. Waldeck & Co. to compete now more actively for interior custom. The summer specialties of this house's trade are, provisions and hams, with fresh meats in winter. Besides these a reputation has been established by the house for breakfast bacon, hams, shoulders, dried beef, choice kettle lard, sausage, dry salt meats, etc. A particular specialty is sweet-pickled hog's tongue, boneless neck-roll, cheek meat, etc., and during the packing season, fresh pork tenderloins, spare ribs, and sausage meat, upon all of which the house greatly prides itself.

Goods are delivered to any part of the city and at the depots free of charge; country orders are solicited.

R. HARTMANN & CO.

Commission Merchants for the Sale of Butter, Cheese, Eggs, Beans, Peas, Dried Fruits, Poultry, Game and Produce Generally: 101 North Main Street, Northwest Corner Chestnut Street.

Mr. R. Hartmann had been thirteen years in the produce business before establishing himself in the house at No. 101 North Main street, and will be remembered as a partner in the commission line with G. E. Wetzel at Second and Market streets. If experience counts for anything, it will thus be seen that he has most superior business qualifications. Since venturing by and for himself, Mr. Hartmann has been remarkably successful, and is rapidly distancing in the race for patronage many of his competitors. His transactions for 1884 reached the amount of \$175,000, and the indications for 1885 are even more satisfactory. This prosperity has not been a matter of good fortune altogether. It has been the result of shrewd, careful, and industrious management, Mr. Hartmann being a man of details and tact. His special lines are butter and cheese, his field of operation Colorado, Texas, Arkansas, Kansas and Missouri. Receipts of produce from Ohio, West Virginia, New York, Minnesota, Wisconsin, Illinois, Iowa, and the interior of this State, also help to swell profits. Thoroughly posted and indefatigable in his chosen pursuit, he is a sterling representative of the present generation of business men, and a fine example of the enterprising merchants of St. Louis.

TEN BROEK & JONES.

Collections—Estates—Bankruptcy: 304 North Eighth Street, Turner Building.

As incidental to an account of the industries of the city, at this date, mention is here made of an establishment that has contributed not a little to the general stability by its services as intermediary between creditor and debtor, and that may be truly said to have been a more satisfactory agency therein than the most exhaustive litigation.

The firm of Ten Broek & Jones make a specialty of the collection of mercantile claims, and having much of that sort of business entrusted to them, have devised and put in operation a system of correspondence, with retained attorneys, thoroughly organized throughout all the country, which is much more effective than any individual effort in the same direction possibly could be. In their peculiar line they are without a rival in the Western country.

Their joint experience covers a period of something like a quarter of a century. First associated with the law firm of Phillips & Stewart, Messrs. Ten Broek & Jones purchased of those parties the whole business and themselves elaborated the system under which they operate. In place of the commercial reports they have their own reference books, and are employing a method that trial and experience has proven to be almost perfect. They have now upon their books the record of over thirty thousand cases that have been handled by them at various points and with signal success. That distinguished practitioner, Judge Thomas Metcalfe, is retained by them as counsel. There are about twenty other expert employees, viz., attorneys, clerks, traveling adjusters, etc.

By means of these extraordinary facilities, this firm is enabled to undertake collections in any part of the globe. The Bank of Commerce, the Howe Scale Co., the Greeley-Burnham Co., Rice Stix & Co., the L. M. Rumsey Co., the Sam'l Cupples house, Rosenheim & Levis, and others of the most substantial houses of this vicinity are numbered amongst the patrons of this firm. Their agency is used extensively by Eastern manufacturers and jobbers as a distributing point for Western and Southern business.

Charges for services rendered by this firm are at a fixed rate and always on percentage. Merchants making their own collections must pay their attorneys here as well as those engaged at the point of collection. The double charge is saved by doing business with this office.

THE HAMILTON-BROWN SHOE CO.

A. D. Brown, President; E. F. Williams, Vice-President; R. F. Spencer, Secretary; Manufacturers and Jobbers of Boots and Shoes exclusively for Cash: Corner of Tenth and Washington Avenue.

The figures published by the *Shoe and Leather Reporter* are authority for the statement that this is by far the largest shoe house in the West, and that its transactions make it fairly to be compared with any in the United States. That journal credits it with greater receipts than any house in the country—receipts greater by far than any other St. Louis shoe house. The establishment dates from 1872, when it was started by Hamilton & Brown, the former of whom was with the Appleton, Noyes & Co. (in the same line) before that time, and the latter in general merchandise at Columbus, Miss.

The incorporation was entered into Jan. 1st, 1884. There are 250 employes in the service of the house—selling, manufacturing, etc. It has twenty travelers going over the States of Kansas, Iowa, Nebraska, Colorado, New Mexico, Illinois, Georgia, Alabama, Tennessee, Louisiana, Mississippi, Texas, Arkansas and Kentucky. All the ladies', misses' and children's fine shoes sold by it are of its own manufacture. Its seven floors are reserved, the first, second, third and fourth, for its stock and salesrooms; the fifth and sixth, for manufacturing purposes; and the basement for rubber goods, in which line it has the agency of the Western and Garden State Rubber Companies.

Mr. Williams, the Vice-President of the Hamilton - Brown Shoe Company, was a traveling man for the house for about three years before he took an interest. Mr. Spencer, the Secretary, was given an interest in the house for his efficiency and business qualifications. He has been connected with it for about four years. Mr. Hamilton lives in San Antonio, Texas.

Mr. Brown is the President of the Pitchfork Land and Cattle Co., whose office is with the Hamilton-

in this enterprise may be mentioned: A. P. Bush, Jr., formerly of Taylor & Bush, commission merchants here; A. W. Roberts, formerly of Jarrett, Gilliland & Roberts, wholesale grocers; and W. H. Carroll, at one time of the Hamilton-Brown Co. These few facts are recited simply to show the resources and standing of the house which is the subject of this brief sketch.

Mr. Brown, besides the investments already spoken of, is interested in the Commercial Bank, is a heavy stockholder in the Laclede Gas Company, and is one of the Directors of the Exposition. Mr. Williams has been connected with the house since its establishment, and has the reputation of having been one of the most expert salesmen in his line whilst thus engaged. The house first began to do business in 1872. At the end of four years from that time, Messrs. Williams and W. H. Carroll, by their ability and business tact, had each acquired a partnership interest.

The block occupied by the Hamilton-Brown Shoe Company is conspicuous in the wholesale quarter by reason of its size and striking appearance. The business methods of this house are peculiar to it. Transactions are invariably for cash. When this system was adopted by it, it was generally commented on by competitive establishments as an utter impossibility; nevertheless the house has made it a success; in fact has prospered beyond all outside expectation. This prosperity has given the principals the reputation of being model tradesmen; merchants considerably in advance of contemporary concerns.



Brown Shoe Co. This concern is incorporated also under the Missouri laws, with a capital stock of \$300,000. It has a ranch in Texas, of 75,000 acres, together with 30,000 more that it leases. On this tract it has 14,000 head of cattle, the yearly increase from which lot is valued at \$90,000. Mr. E. F. Williams is Vice-President and Treasurer of this company; D. B. Gardner, who lives on the ranch, being Secretary and Manager. Amongst other prominent people who are interested

W. T. BARBEE.

Wrought Iron Fence and Wire Works: Office and Works, Lafayette, Ind.; St. Louis Office, 517 Pine Street, P. L. Betts, Manager; Chicago Office, 100 Lake Street.

This is a prosperous enterprise that has had an existence of eighteen years in Lafayette, Ind., where it originated, and where its works are located. But the establishment has made an enviable record in St. Louis during the three years of its location here, under the experienced direction of Mr. P. L. Betts, the energetic resident manager. The heavy wire partitions separating the various Divisions in the Post-office Department at the spacious new Custom House give indication of the practical purpose to which their facilities can be utilized to render more convenient and adorn edifices of this character.

The wire enclosures to the passenger elevators in the Emilie and Pope's office buildings on Ninth and Olive streets were furnished by this concern, as was also the large wire roof-signs and ornamental iron work at the new depot of the St. Louis & San Francisco Railroad. This firm makes a specialty of the manufacture of standard wrought-iron fence, and their works, which employ 175 men; and capacity to turn out 1,000 feet a day admits of placing the fence at a price that will bring it within the reach of all; and considering that it lasts a life-time without resetting or repairs, it is not only far more ornamental and permanent, but is really cheaper than wood. The grounds of the Sacred Heart Academy, St. Louis, Ozark Hotel, Springfield, Mo., School Buildings at Kansas City, and many other public and private institutions, are enclosed by the standard wrought-iron fence, and testify to the general excellent reputation attained by the merits of the productions of this concern. In these and other of the infinite variety of wire work made at the Barbee factory, the St. Louis office does a large business locally, but is now prepared to fill orders from outside territory to any extent, and also handles the Richmond Star Lawn Mower. The office location, at 517 Pine street, is a very eligible one, and with Manager Betts' energy in pushing business the continued increase of the business is assured, more especially as the lines he handles are admitted to be very superior.

H. D. MEYER.

General Commission Merchant; 20 South Main Street.

This gentleman has been twenty years a commission dealer in St. Louis, his entry into barter and trade having been made in 1865. Prior to that time he was in the river service as book-keeper for the old Illinois Packet Company, but having an ambition beyond a salaried employment, he started on his own account just about the close of the war.

Mr. Meyer confines his operations mostly to the adjacent Missouri and Illinois sections, with which parts he has transactions annually to the amount of \$200,000 or better. He is a gentleman of accommodating disposition and popular with all who have had dealings with him.

THE AMERICAN SURETY CO.

Bascome & Munson, St. Louis Agents; also General Underwriters: 304 North Eighth Street, Turner Building.

Messrs. Bascome & Munson represent here the American Surety Company, of New York, which acts as surety for officers and employes of banks, railways, express, telegraph, and telephone companies, other corporations, and business houses. This is the only company organized in the United States devoted exclusively to suretyship. It transacts no other kind of business. It is the strongest company of the kind in the world. Its cash capital is \$500,000. It has deposited \$100,000 of its assets with the New York Insurance Department as a special fund for the protection of all parties holding its bonds. The company acts as surety on bonds required in courts.

In Great Britain the preference for corporate bonds is universal with individuals, banks, corporations, and all the government departments. Hon. Cornelius Walford, the eminent actuary, of London, says, in his "Insurance Cyclopaedia," page 289, that throughout the United Kingdom "private suretyship is a thing of the past."

"The advantages of the system are so obvious, and the objections to private guarantee so many and so great, that it is surprising that the latter has not long since been superseded by that of public companies. To a man of refined and delicate sensibilities, occupying a position of trust and responsibility, nothing could be more embarrassing than to be under the necessity of soliciting his personal friends to become pecuniarily responsible for his fidelity and good behavior."

The company is national in its character, its capital stock being held by representative men in the various large business centres of the country, and it will transact business in all parts of the United States. It has 12,000 available correspondents in this country, and pos-

sesses facilities for obtaining information not enjoyed by any other company. That the guarantees of a public company duly authorized by law are preferable in every way to the sureties given by individuals is obvious.

Messrs. Bascome & Munson also represent here the London Assurance Corporation, of London, England, which has risks in the United States alone of over \$100,000,000; the Queen Insurance Company, of London and Liverpool, with \$157,000,000 of risks; the Lancashire Insurance Co., of Lancashire, England, with \$125,000,000; the Howard Insurance Company, of New York (founded in 1825), with \$22,000,000 of risks. The North American, of Boston, with \$14,000,000; and the Louisville Underwriters Marine Company.

With such facilities as this long list of standard agencies indicates, Messrs. Bascome & Munson may well be considered as representative of the underwriting business in St. Louis. Mr. Bascome has had twenty-five years' experience here, and has been five years in partnership with Mr. Munson. Together, they have made a reputation as conservative underwriters, and they have made money for the companies they represent, whilst at the same time giving thorough satisfaction to their patrons. In brief, it may be said of this firm that they command their fair share of the insurance business in this section. The foreign fire companies, as everybody is aware, are conducted with the most scrupulous care, and are well regulated by the strongest laws of Great Britain, which, however, it must be admitted are not more binding than the enactments now in force in some of the older States. Bascome & Munson represent no companies that are not entirely secure, whatever the disaster that may overtake the community, be it by fire or otherwise.

CASH, STEWART & OVERSTREET.

Live Stock Commission Merchants, National Stock Yards; Office, Room 15, Exchange Building, Up stairs.

J. G. Cash, R. B. Stewart and E. B. Overstreet, the members of this firm, have all had a most extended experience in the line in which their capital is invested. Mr. Cash came to St. Louis in 1864. He has been in live stock and commission ever since—first as part owner of the Broadway Retail Yards, then as owner of the North Missouri Stock Yards, which he conducted about eight years, then as the founder of the Union Stock Yards, an establishment which was superintended by him for a twelvemonth, then again as Superintendent of the National Yards for two years; also as one of the firm of Moody, Cash & Co., J. G. Cash & Bro., Cash, Stewart & Co., and finally with Messrs. Stewart & Overstreet as a partner (March 1st, 1884).

Mr. Stewart's seventeen years' service at the business includes his membership in the firm of C. G. Buchanan & Co., his employment as salesman by Hillard, Manson & Co., and his entry into the firm described in this sketch. Mr. Overstreet from 1873 to 1884 was one of the firm of J. W. Overstreet & Co. He has never been in any other line than this.

Messrs. Stewart and Overstreet personally attend to the cattle and sheep traffic of their firm. Mr. Cash, with an assistant, looks after the transactions in hogs. The firm sells an average of 2,000 cattle and 25,000 hogs and sheep a month. It is a liberal and accommodating concern.

SAM'L D. WARREN & CO.

Manufacturers of Felt and Composition Roofing; Dealers in Roofing Material; Agents for the Barbour Asphalt Paving Co. of Washington, D. C.: Branch house in Kansas City: St. Louis Office, No. 10 S. E. corner Fifth and Olive Streets

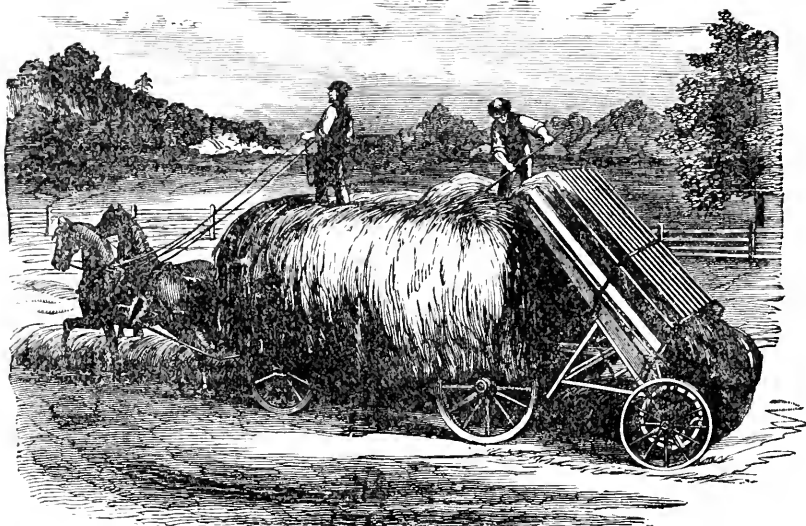
Sam'l D. Warren & Co. have been doing business here since 1848, and have in that time acquired a reputation that brings to them the very best class of work, such for instance as the roof of the Chamber of Commerce building, the new Southern, the Lindell, Sam'l C. Davis' block, Wm. Barr's store, Dodd, Brown & Co.'s house, etc. The roofing materials used by this firm are of its own preparation. Some twenty-five men are employed by it here, and about the same number by its Kansas City branch. Out of town work is a specialty of this house.

Mr. P. S. Marquis of this firm is agent here for the Barbour Asphalt Paving Company, which has headquarters at the national capital, and agencies in all the principal cities of the country. This company has a lake of asphalt on the Caribbean Island of Trinidad, which is constantly replenishing itself. Its St. Louis works are at Cabanne avenue, on the Missouri Pacific and Frisco Railroads. The paving of Locust street from Seventeenth street out to the West end, and Pine street from Nineteenth to Grand avenue, was done by it, two winters' wear showing no perceptible defect. In Chicago, Boston, Baltimore, New Orleans, and other large cities, the same sort of work has been done by it. Its patent pavement is now superseding all others in this country.

THE KEYSTONE MANUFACTURING CO.

St. Louis Branch House, Elijah L. Galt, Manager: 411 South Main Street.

The illustration below shows but one of the many implements, designed to expedite and facilitate farming operations, that are manufactured by the Keystone Manufacturing Co., of Sterling, Ills. This cut has been selected to enliven the accompanying account of the



Keystone works, because, if it were proposed to have engravings of all the machinery and appliances made by the company in this book, a very much larger volume would be necessary. In truth there is no factory of the sort in the world—and the United States, as is well-known, leads all other countries in that particular—that makes and markets so great a variety of improved farming tools and conveniences as the one of which this account treats. The Keystone Company has branches in all the principal cities of the West. Its St. Louis house, although the latest establishment in point of time, is really one of the most important, because from it is supplied one of the closest settled farming sections of America. The house here is in charge of Mr. Elijah L. Galt, one of the managing officers of the Keystone corporation. Under his direction, the demand for the many specialties of the works has been fully met since 1883, which is the year the house was opened. An especially promising patronage has been developed in the line of Corn Shellers and Planters, for which articles the Keystone has long had an especial reputation. The Foust Hay Loader, here illustrated, the only hay loader made, is also this company's make. Descriptive circulars mailed free. All inquiries promptly answered either by correspondence or by the Keystone's travelers.

GOELITZ BROS. CANDY CO.

Gustave Goelitz, President; Albert Goelitz, Vice-President; George Goelitz, Secretary; Manufacturing Confectioners and Dealers in Fruits, Nuts and Crackers, etc.: 500 North Main Street.

This house is a new one in St. Louis, the brothers Goelitz having removed to St. Louis, from Belleville, Illinois, only last year. They had, however, been doing an extensive business in Belleville before that time, since 1869. It was hardly a new venture for them, therefore, for they began with a patronage that they had already acquired from the States of Illinois, Missouri, Texas, Arkansas and Kansas. Their first year's business amounted to \$125,000, and from all appearances a much larger trade will be done by the house in the future. Forty hands, whose wages reach the sum of \$15,000 per year, are employed. If enterprise, judgment and fine business qualifications deserve recognition and success, then the brothers Goelitz are in a fair way to accomplish the object of their removal, which was to enlarge their manufacturing facilities, so as to take advantage of the opportunities that were expanding before them at Belleville, and for which purpose they now have ample capital and resources.

THE BRYAN-BROWN SHOE COMPANY.

G. W. Brown, President; R. W. Parcels, Secretary; Manufacturers of Boots and Shoes: Factory, Eighth and Walnut Streets; Offices and Salesrooms, Seventh and St. Charles Street.

No establishment in St. Louis has done so much to develop the manufacture of boots and shoes in the West as the Bryan-Brown Shoe Company. The officers thereof, although quite young, as well as energetic business men, were really pioneers in the development of this industry West of the Mississippi, for although others had essayed the same effort before, it was with ill-success; hence it was left for the indefatigable industry and experience of youth to accomplish what others had failed in. The officers of the company had, however, a life experience in the shoe line, and organizing a firm about six years ago began manufacturing on a small scale. As trade developed and all obstacles were overcome, a corporation styled the Bryan-Brown Shoe Company was formed, with a capital stock of \$150,000, and manufacturing facilities were greatly increased from time to time as occasion and the constantly augmenting trade of the house demanded. The company now maintains a fine goods factory at Eighth and Walnut street, St. Louis, with capacity of 1,200 pairs daily. The latter is a five-story building 50x140 feet, and there are 250 to 300 employes, chiefly men and girls. Here is made one of the trade specialties of the firm, their celebrated Blue Ribbon School Shoes, together with a full line of men's, boys', and youths', women's, misses' and children's fine shoes, machine sewed, hand sewed and hand turned; and all heavy goods are made at their prison factory in Jeffersonville, Indiana, where they turn out goods of the best quality.

The offices and salesrooms at Seventh and St. Charles streets are 35x75 feet, a five-story building fully stocked with the wares manufactured by the company. Here the employes number twenty-three, including twelve traveling salesmen, who visit, with samples of the season's styles, the dealers throughout the West, Southwest, and to some extent in Illinois and Indiana, who sell the goods of the company. The trade last year aggregated about \$600,000, but it was not regarded as a good year for trade in general, so a large advance upon these figures is expected in 1885, and seems warranted by the number of orders already received for fall goods. These are made to order somewhat in advance of the season. President G. W. Brown, of the company, was pronounced by the *Leather Gazette*, the organ of the trade in this section, as the youngest executive head of so large and important an industry in St. Louis, and in sketching his career that journal paid large tribute to his business energy and enterprising character. Secretary R. W. Parcels is also a very efficient officer. Mr. A. L. Bryan has not been connected with the company since February 19th, 1885.

SCHAEFFER BROS. & POWELL.

Manufacturers of Soaps, Candles, Refined Lard, Red Oil, Glycerine and Tallow; 325 and 327 North Second Street.

The spirit and characteristics of the St. Louis manufacturers is admirably illustrated in the progress and methods employed by this conspicuous concern. From its very foundation, in 1837, by the late Nicholas Schaeffer, it has been conducted upon those principles of management that have developed American industries so rapidly as to make this age the most remarkable in the country's history. Nicholas Schaeffer was one of those men who seize upon an opportunity and turn it to their advantage. Beginning in the most humble fashion, but in an expanding community, he foresaw the possibilities of commerce in the West, and it is sufficient to say that his aspirations were fully realized. At the time of its establishment, Schaeffer's was the only factory of the sort west of the Mississippi. Before his death, which occurred but a few years ago, he had not only built up an unrivalled trade, but had given, by his example, impetus to numerous imitators of his ambitious practices.

Upon his decease the works passed into most competent hands. His sons, Louis, Jacob and George, and Mr. Willis J. Powell, who had shared with him in the direction of affairs, continued the business with equal ardor. Under their direction and control the advancement has been continuous. The manufactures of the house are not only favorites in all the home markets, but are demanded abroad as well. The annual transactions vary with the condition of trade, but it is safe to say that no house in the country, of its line, excels it in exportations. The aggregate sales run up into the millions. The amount of raw material consumed in the various processes of manufacture can only be estimated by cargo measurements. The 300 or more employes of the factory represent only a fraction of those whose livelihood depends on the interests herein described. Hundreds of others are engaged in furnishing the crude stuff for the mechanical operations, and many others are indirectly engaged in the house's service.

The immense resources of the concern give it special facilities for manufacturing cheaply which lesser establishments can not have. Thus this house manufactures its own red oil

(used in the making of soap), and other manufacturers are dependent on this one for that material. The operations carried on require a segregation of the various interests controlled by this house. The main soap factory is at Barton and Kosciusko streets. There, too, is the lard establishment and the box factory, covering an area 265x150 feet. Opposite these is the candle works and rendering house, covering an entire square of ground—from street to street. Permanent improvements have been made at these points, so that business on the greatest possible scale can be attempted.

At this situation, too, is the manufactory of the firm's mottled soap, the article upon which the house stakes its reputation. More than 50,000 boxes of this commodity are sold every year. Special attention is given by this house to insuring merit in all productions bearing its name. A preferred article turned out by Schaeffer Bros. & Powell is the miners' 14-oz. and 16-oz. stearic acid candles—4's and 6's; railroad, coach and stage candles—3's, 4's and 5's. Also all kinds of machinery, railway, milling and mining oils.

This is assuredly one of the greatest of American manufacturing houses.

DAVID B. KIRK & CO.

Flour Commission: 6 South Main Street.

David B. Kirk was the "Co." of the firm of E. B. Ebert & Co. upon its establishment in 1865, and since his withdrawal therefrom has been operating solely on his own account. His house is one of the largest receivers of flour in St. Louis. Its annual shipping and export trade must be all of a million and a quarter in value. Trustworthy to an eminent degree, it enjoys a patronage coming from all over the United States, and its business methods have been approved by numberless dealers in the staple who have had relations with it during the past twenty years.

Sales upon commission made by this concern are properly and promptly conducted. Advances upon consignments to the house are liberal. The house at 6 South Main street is certainly representative of high character and commercial soundness.

BUCK'S STOVE AND RANGE CO.

Francis Palms, President; Jeremiah Dwyer, Vice-President; J. W. Bell, Treasurer, R. S. Buck, Secretary; J. W. Dwyer, Manager; Manufacturers Buck's "Brilliant" Stoves and Ranges:

Foundry and General Offices, 3500 North Second Street; Sample and Sales Rooms, 609 North Third, 610 North Fourth Street.

Of all the different displays made at the grand World's Fair in New Orleans, in that same line, none attracted more attention than or was so very generally commended as the exhibit made by the Buck's Stove and Range Company, of St. Louis. Numerous other representations of the ingenuity and skill of American stove founders were there on exhibition, but the popular approval, as well as the honor of award, was given to the Buck's "Brilliant," so called from the fact that when in use the heat and light radiate from them as from a miniature sun. It has now been demonstrated by a genuine competition with the best stoves manufactured in the world that the Buck's Stove and Range Company make the best stove and range for all purposes—cooking, heating, ornamental or what not. The history of the concern, which has grown great and prosperous from the profits of their enterprise, is that of numerous other special manufacturing concerns who have devoted their efforts to practical and utilitarian products, such as the articles in household demand—stoves, sewing machines, and the like. The foundation of the extraordinary business, which now requires a joint stock company and a score of officers to operate it, was laid in 1846, by C. H. Buck, without much display. On the start he was simply a dealer, and it was some years later before he attempted to manufacture. In his lifetime he was regarded as one of the leading makers of the country, and was held in corresponding repute. Mr. R. S. Buck, the present Secretary, is his son. In 1870 the company was incorporated, taking the title "Buck's Stove Co.," afterward, upon reorganization, changing that designation to that which heads this account. Treasurer Bell, of this company, is Secretary of the Continental Land and Live Stock Company, the great Texas corporation with a national reputation. He is also a Director of the Bank of Commerce. President Palms and Vice-President Dwyer have interests also in the stove manufacturing industries of Detroit, Mich. The annual sales of this company are not less than \$300,000, which can readily be comprehended when it is known that the weekly wages of its 250 employees are \$3,500 and over the year round. The Buck's Stove and Range Company also manufactures a fine white enameled iron ware, which they make a specialty of, together with plumbers' goods, etc.

THE DOZIER-WEYL CRACKER CO.

Jno. T. Dozier, President; Augustus Weyl, Vice-President; Lewis D. Dozier, Secretary; Factories, Sixth and Pine, Sixteenth and Morgan; General Offices, Sixteenth and Morgan Street.

The Dozier-Weyl Cracker Company of this city displayed its enterprise by exhibiting at the New Orleans World's Exposition, and was rewarded for its outlay by the grand gold medal for the finest and largest exhibit of goods in its line. The display made by it consisted of over 2,300 cans, showing the extraordinary number of 1,208 different and distinct varieties of goods, the greatest ever made.

This company is generally admitted to have the largest works of the kind in the world, their consumption being the enormous quantity of 1,400 barrels of flour, and the output therefrom 10,000 boxes of crackers daily. The two factories employ some 350 hands. The trade lies all over the United States. This mammoth concern was incorporated in 1878, but it really dates its foundation from 1832, when it was established by Joseph Garneau. Garneau retired in 1881, having been bought out in that year by

the then thrifty firm of Dozier, Weyl & Co., whose senior member was Capt. Jas. Dozier, father of the principals in the company. Capt. Dozier was in his lifetime a sterling man. He was in various mercantile pursuits, and before the war was a steamboat owner, his son J. T. being interested with him. After the war he associated himself with Garneau, and to his high order of management much of the subsequent expansion of the house may be traced.

Mr. L. D. Dozier, Secretary of this company, is reputed to have many of his father's qualifications. He is distinctively a man of affairs with a mind for concerns of breadth. He has other investments besides this, and is an officer of several companies, associations and banking corporations, as also is his brother, the President.

Mr. A. Weyl, like the Doziers, is a life-long resident of this vicinity. He has been in this one line all his life. He superintends the purchasing and manufacturing departments of the business, whilst Mr. L. D. Dozier looks after the office and financial details. This company will exhibit its superiority by a generous display of its products at the Fall Exposition.



TRADE MARK

TAUSSIG BROTHERS & CO.

Wool and Woolen Goods: 4 and 6 South Main Street.

Records of this house, running back to 1842, show that it was established by Ables & Taussig in that year, upon their retirement from the general dry goods business. Ables & Taussig was the firm name then for exactly twenty years, until in 1862 Taussig, Livingston & Co. succeeded them. The Taussig brothers, Charles and Morris, in turn became successors to that firm in 1872. The brothers are identified by numerous other interests than that of their house, with the commerce of St. Louis. Mr. Charles Taussig is President of two mining companies, whose dividends have added to the wealth of the few St. Louis stockholders. He is also a Director of the Franklin Insurance company of St. Louis. Morris Taussig, although busily engaged in the firm's affairs all his life, has still found time to act as a Director of the Merchants Exchange and of the American Central Insurance Company of St. Louis.

From the foregoing account of their concerns it will be seen that the Taussigs stand high, not alone in their own line, but in the general esteem as well. In the trade they have long occupied a strong position, their house being regarded as one that has all the solidity attaching itself to advanced age, combined with the energy and activity of a management still in its prime. They trade mostly with the section to the East and South of this point, and make specialties of Kentucky jeans, Western wools, etc. They are in all probability the most extensive dealers in feathers in this market.

"The highest market price paid in cash. Liberal advances on consignments. Woolen goods by the package." These are extracts quoted from the greeting they make to patrons on their business card.

Aug. Gast & Co.

215, 217 & 219 PINE STREET,

St. Louis.

ALSO AT 20 WARREN STREET, NEW YORK.

ARTISTIC LITHOGRAPHY
AND

STEEL PLATE PRINTING.

Harmonize Finest Work with Lowest Prices.

Largest Lithographic Concern in the United States.
St. Louis employs 190 Hands, New York employs 90 Hands.



AUG. GAST & CO.

Aug. Gast, E. F. Wittler, L. J. W. Wall, O. D. Gray, Proprietors: Lithographing and Bank Note Engraving; 215, 217 and 219 Pine Street, St. Louis, and 20 Warren Street, New York City.

The leading lithographic establishment in the United States had a very modest beginning indeed. When August Gast and his brother Leopold, who were pioneers in this line West of the Mississippi, commenced business in St. Louis in 1852, it was in a small store on Fourth street. The brothers had but a few years before emigrated from Germany. They had thorough knowledge of their art, however, and speedily developed and cultivated a taste for fine art in business circles hitherto content with the plainest style of printed announcement. In the course of time Leopold Gast retired, and about fifteen years ago the firm was Gast, Moeller & Co., but upon the death of Mr. Moeller the style was changed to August Gast & Co., which it remains, the senior of the house still taking an active interest in the work of the establishment he founded. The additional conduct and management devolves on his younger partners, who have grown up in the business and are thoroughly practical men. For the last ten years the house has shown a steady and marvelous growth, which so far from being interrupted during the past year of general trade depression, showed a precisely contrary result, it being found necessary to increase the working force of the St. Louis house alone by fifty hands.

Referring especially to the parent house, some idea of its magnitude may be gained by the statement that three five-story buildings, adjoining, are utilized by the firm. In the way of machinery there is an hundred horse-power boiler and engine, fourteen large lithographic presses, and the finest of apparatus and appliances used in bank note engraving. An hundred and ninety hands are employed in the various departments of the establishment, and the specialties of the house comprise bankers' and merchants' fine stationery, show cards, fine colored labels, banners, trade marks, and other high grade mercantile devices and designs. In the wonderful advance in this line, which has promoted lithographing and engraving to the domain of art, Aug. Gast & Co. have ever been in the foremost rank. Indeed, their work, which challenges admiration everywhere, is as widely admitted to be superior, and the house combines this pre-eminence with a deservedly high reputation for strictly fair dealing and reasonable prices.

In considering the extent of trade it may be said that including the field occupied by the New York house, it not only comprehends supplying the leading banks and merchants in every State in the Union, but occasional shipments are made to Mexico, Central and South America, Australia, Great Britain, Spain, and other foreign countries. About ninety hands are employed in the New York house, which is also supplied with every variety of modern machinery adapted to the production of artistic work.

Mr. O. D. Gray, well-known in St. Louis, is the active member of the firm conducting the New York house, assisted at times by Mr. E. F. Wittler and L. J. W. Wall, the latter of whom has but recently returned to the parent house after a prolonged sojourn in New York. Mr. Gast remains here continuously. All the members of the firm are interested in both houses, and the dimensions of the business of both establishments is continually increasing, which, perhaps, few others in this line could say of last year when depression characterized trade in general. And there are none to deny that the prosperity of Aug. Gast & Co. is eminently deserved.

GIFFERT & KOSTUBA.

Manufacturers of Parlor Furniture, Students' Chairs, Lounges, Patent Rockers, etc.: 900 to 904 South Seventh Street.

This firm is composed of two practical workmen, John H. Giffert and C. J. Kostuba, who five years since formed a copartnership and embarked in manufacture on their own account. That they have been successful is due to their thorough knowledge of the trade, their business energy, and to the staple and durable character of the furniture they make.

Keeping up with the fashions in patterns and designs, and originating some of the latter, they do not imitate the practice of some modern manufacturers in cultivating mere showiness at the expense of durability. On the contrary, their parlor furniture, students' chairs, patent rockers, lounges, etc., are not only beautiful and artistic in design but made to last.

The firm occupy three stories and basement, at 900 to 904 South Seventh street. They employ six or more expert salesmen, and about fifteen men in all. Their trade is chiefly in the city, where their goods are in great popular request, but an outside Western trade is rapidly developing, and last year their sales in tributary points were quite numerous.

THE POND ENGINEERING CO.

Frank H. Pond, Proprietor; Engineers and Contractors for the erection of Steam and Hydraulic Machinery: 707 and 709 Market Street, Masonic Building.

This company, which has done business in St. Louis for the past eight years, was established by the present proprietor, who operated at first under the style of "Frank H. Pond." Three years ago, owing to increased business and an enlargement of its field of usefulness,



the firm name was changed to the "Pond Engineering Co." Under this title the company is well-known throughout the length and breadth of the Mississippi Valley. Their territory extends from Minnesota to Texas, and as far West as Colorado. They have erected numerous complete outfits for steam and motive power of all sorts and for all purposes, and have given satisfaction in every instance. They pay especial attention to the economical operation of machinery, and all their goods are designed with special reference to economy of fuel, few and inexpensive repairs, and low cost of operation and maintenance.

The water-works department of this company deserves especial mention. In this line there is perhaps no better known firm in this part of the country, as they have furnished and erected machinery for some twenty Western cities. They deal directly with the city authorities, or with the cities' contractors. The three mammoth flour mills last erected in the city of St. Louis, having an aggregate capacity of nearly 3,000 barrels in twenty-four hours, were furnished with steam and motive power by the Pond Engineering Co. Another direction in which they at present find demand for their goods is electric lighting. The duty required of machinery for this purpose is very severe. It is to the credit of this company that their outfits have always given satisfaction. They are prepared to furnish engines, pumps, boilers, heaters, etc., delivered where desired, erect foundations and furnish and make steam connections; in fact build the plant complete, ready for service.

Their engineering department is also worthy of mention. They are provided with the latest apparatus, and are prepared to make tests to determine the efficiency of any device or machine. Also to locate defects and suggest remedies. Drawings and specifications are furnished; also services of competent engineers and superintendents to look after the construction and erection of machinery. An illustrated catalogue, descriptive of their line of goods and of the style of work they are prepared to do, will be mailed on application, to those interested in the subject.

THE DUGGAN-PARKER HARDWARE MANUFACTURING COMPANY.

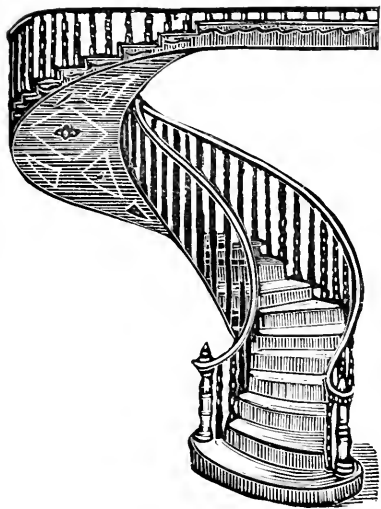
H. C. Duggan, President and General Manager; C. S. Russell, Vice-President; John P. Hermann, Jr., Secretary and Treasurer; Manufacturers of Refined Air Furnace Malleable Iron and Gray Iron Hardware; 800 to 822 South Twelfth Street.

This establishment is an incorporation of 1882, but it had been in operation some two years before that. The parties in interest are all pretty well known, not only here but all over the Western country. President Duggan is a lifelong resident of the city. He was in the iron trade, has been in it always, and until going into this enterprise was manager of the Malleable Iron Company. Mr. Russell is a native of St. Louis, and is a member also of the firm of Parker, Russell & Co., manufacturers of fire brick, gas retorts, etc. This is his first venture into manufactures of iron. Secretary Hermann was formerly in one of the city offices. He has been with this company since 1884.

The Duggan-Parker Works cover the whole ground from Gratiot to Papin streets, on Eleventh and Twelfth streets. Here 105 men are employed in the manufacture of shell and heavy hardware and malleable iron. The best markets for these products are found in the Northwest, West and Southwest. Mr. Duggan's patent ball-valve tycere iron, used by blacksmiths (to regulate the blast from bellows to forge), is a specialty of this establishment. They are fast coming into general use all over the country. Finish and quality is the principal characteristic of the output from this establishment, in which respect it is in strong contrast with those that turn out penitentiary goods.

THORN & FULLERTON.

Stair Builders: 1322 North Fourteenth Street.



The heaviest firm engaged in stair building in St. Louis is the one which is the subject of this sketch. From fifty to one hundred hands are employed by it, as the season is brisk or the reverse, and a trade reaching as far south as Texas and Mexico is supplied by it. The fine work in the Exposition building was done by it.

The house has been doing business here since 1868, Mr. Thorn having founded it in that year. He is himself an experienced mechanic. Mr. Fullerton has been connected with some of the largest mercantile houses in Philadelphia and Chicago, and is also an expert in his present calling, having served an apprenticeship at it with Miller & Seckman, formerly the most prominent as well as successful stair builders of St. Louis (but now retired). So the firm possesses the largest practical experience, in addition to such other qualifications for the successful conduct of business as ample resources and large enterprise. The accompanying cut presents an illustration of the stair-work built by the firm. Their work is not only highly ornate, but presents the advantage of durability. Nothing but well-seasoned lumber is used by this firm.

THE EVERS STOVE MANUFACTURING CO.

J. H. Evers, President; H. Lentz, Vice-President; H. Evers, Secretary. Sycamore Stoves. Office and Salesrooms, 1821 to 1831 N. Second Street.

It is related of a distinguished writer on domestic economy, that he once indulged in an abnormally lengthy disquisition upon kitchen chemistry without so much as mentioning the stove as essential in practice of the culinary art. Far be it from us to thus evidence mental aberration. The "Sycamore Stove," which is the specialty of the Evers Stove Manufacturing Company, is everywhere recognized as an household necessity. It cannot be ignored, any more than the passer-by can fail to observe the extensive buildings of the company, covering so many numbers on North Second street, and occupying a lot 270x190 feet. Originally (1873) the St. Louis Stove Works, the establishment was incorporated in 1882, with a capital stock of \$80,000. J. H. Evers, the President, is also Vice-President of the Northwestern Savings Bank, and in the conduct of the affairs of the company is assisted by H. Lentz, Vice-President, and H. Evers, Secretary. The company has not only a large city trade, but the Sycamore stove is sold, known and appreciated throughout Missouri, Illinois, Kansas and Texas. In its manufacture in St. Louis upwards of fifty hands are constantly employed, and the volume of trade is continually augmenting.

A. J. CHILD.

General Purchasing Agent and Commission Merchant: 209 Market Street.

Mr. A. J. Child, of No. 209 Market Street, has been nine years in the line of business described above, which argues a well settled and substantial patronage. He fills orders at wholesale prices, receives consignments and obtains the highest market price for grain, wool, hides, furs, and all kinds of country and farming produce, making remittances promptly and performing all commission services accurately and to advantage.

He is the leading wool commission merchant of St. Louis. He is also agent for the Acme reapers and mowers, plows, Indiana cultivators, buggies and spring wagons, Jones' (Binghamton, N. Y.) scales, sewing machines, and a general line of farming implements, fertilizers and fence wire. His trade is mostly the commission line however, and is largely with the interior of this State (Missouri), and with the South and Southwest. These various enterprises, and particularly the Western agency for Jones' scales, and Wilsons' patent grinding mills (for corn bone, shells, etc.), make his yearly transactions notable for their volume, and entitle his concern to a place among the representative houses of St. Louis.

B. NUGENT & BRO.

Jobbers and Retailers of American and Foreign Dry Goods: 815 North Fifth Street; New York Office, 51 Leonard Street.

This is a house that confines itself to the direct line of dry goods, handling nothing outside, as many other houses here do—for instance, boots and shoes, glass ware, etc.—and with its capital, resources and patronage, it finds a sufficient field without such ventures.



The establishment was first opened in 1873, by B. Nugent, Mr. D. C. Nugent acquiring his interest about four years ago. The senior principal in the house had, prior to his start here, been in business in Illinois, and was with some of the larger New York and Chicago houses. Although he came here a total stranger, these connections and experiences gave him no inconsiderable advantage over longer established but less enterprising competitors.

This house has, besides a first-rate retail trade, a very heavy patronage by order, coming to it from Texas, Arkansas, Illinois, Missouri, and, in fact, all the points dependent on St. Louis for supplies. The number of employes—225—and their weekly wages—\$2,000—indicate what great volume of trade the house has. The house has in New York an office and

purchasing agency. This is in charge of an employe of Nugent & Bro., and is used as headquarters for the heads of departments who purchase for the house. Taken altogether this establishment must be ranked with the best and largest dry goods houses of the country. It certainly has no superior in the West in all those matters that go to make up a first-class house, and is considered throughout the interior to be a most satisfactory concern to trade with.

THE ANCHOR MILLING CO.

Geo. D. Capen, President; John Crangle, Vice-President and Manager; E. S. Clauss, Secretary; Manufacturers of the "Anchor," "Purity," "Crangle's Imperial," and other choice brands: Twenty-first and Randolph Streets.

Covering, as they do, nearly a square of ground, employing 75 men, and having a capacity of 2,000 barrels a day, these fine new mills (they are but four years in operation) must be reckoned as fairly to be compared with the best establishment of the kind in this country. When to this is added the fact that its trade is foreign as well as domestic, and that it is one of the largest exporters of flour from this market, it must be apparent that it has something more than a mere claim to recognition as a representative industrial institution. The officers of this corporation are well experienced in their different departments. President Capen has lived here about all his life. He has been an insurance man for years, and is still in that avocation. Manager Crangle has had a life-long experience in the milling trade. He formerly ran the Yaeger Mills. Secretary Clauss has lived here twenty-odd years, and has been connected with mills for over one-half that time. He, too, was with the Yaeger Milling Company.

Flour is shipped by this concern to all parts of Europe, and more particularly to the British ports. All the principals in the management have stock in the Exposition Company and memberships in the Exchange. It is a complete establishment.

B. HERDER.

Bookseller, Publisher and Importer, Catholic Books, Church Ornaments and Church Vestments; 17 South Broadway, St. Louis; also at Freiburg, Baden, Strasburg and Munich.

Perhaps the oldest business house in St. Louis is that of B. Herder, which was established at the beginning of the present century in Freiburg, Baden. That is still the location of the parent house and the personal headquarters of Mr. Herder. But he has two other European houses—one established in Strasburg in 1866, the other in Munich in 1873—which latter was also the date of the establishment of the American branch house in St. Louis.

The resident managing partner here is Mr. Joseph Gummersbach, and he owns the building occupied by the house, 17 South Broadway, which is 26x120 feet, and contains four stories and basement, all occupied by the books and wares of the house. The establishment deals very extensively in imported and American Catholic books, together with such church goods as ornaments and vestments in great variety. They are generally high-class and expensive works, but are sold very largely in the West and throughout the country, to the amount of \$150,000 a year and upwards. Salesmen are sent out twice annually—Spring and Fall—and the house has twelve employes. Mr. Gummersbach is an industrious and energetic business man, and under his management the trade of the house constantly increases.

F. SCHWARTZ & BRO.

General Commission Merchants: 1601 to 1605 Broadway.

From 1865 to 1880, Mr. F. Schwartz conducted this concern alone. In the latter year, Mr. H. Schwartz acquired his interest. They do a general commission business, making a specialty of grain and flour, having a splendid sale for their "Good Luck" (Horse Shoe) brand of flour. The grain is received by them on consignment from the river and railroads, and they sell direct from these points. Their elevator and store house here is for grain, etc., received from a large farming patronage that they have with the country immediately surrounding this—within a radius of twenty miles or so. Their annual business can not be less than one million and a half.

The Schwartz Bros. are among the most active operators here. Their patronage, it will be seen from the foregoing account, is one personal to them. Commission services entrusted to this house will be found to be accurately and promptly attended to.

THE JOSEPH SCHNAIDER BREWING CO.

Mrs. Joseph Schnaider, President; Joseph M. Schnaider, Vice-President; A. H. Merrill, Secretary and Treasurer; Fritz Wahl, Manager: 2000 Chouteau Avenue.

One of the most popular resorts in the Lafayette Park district is the gardens belonging to the Joseph Schnaider Brewing Company. The grounds are 350 feet front on Chouteau Avenue by 577 on Mississippi Avenue. Besides the block thus enclosed, the malt house and stables belonging to the company occupy another.

Like most of the large industrial establishments of the city, the Schnaider brewery was first established in a very small way. It is now thirty years since the modest venture was made by Joseph Schnaider, at Second and Elm streets. The stock company was incorporated in 1879. Mr. Schnaider died in 1881, but his widow still retains his interest in the establishment. Mr. Joseph M. Schnaider, a son, who is a practical brewer, is Vice-President of the corporation. Mr. Merrill, Secretary and Treasurer, came to this city from Canada about two years ago to engage with this company. Mr. Wahl, the Superintendent, is a thirty-year resident of the city, who has been in the brewery business about all his life.

Schnaider's is one of the most complete breweries in the city. It employs eighty men. It has natural cellars for cooling beer, and a natural spring, the water from which answers all purposes. A bottling establishment and malt house are connected with the main concern. The garden, one of the handsomest and roomiest in the city, is now devoted to the higher class of entertainments, a season of comic opera has but just been begun.

JOHN M. SELLERS.

Manufacturer of Fire and Water Proof Gravel and Composition Roofs and Roofing Materials; Established 1850: Factory at 613 Chouteau Avenue: Office, Southeast Corner of Fourth and Market Streets.

To the building interests of St. Louis, alluded to in an earlier part of this work, few have contributed more largely than John M. Sellers, who largely manufactures roofing materials at his extensive factory, 613 Chouteau avenue; and in putting on his very superior fire and water proof gravel and composition roofs employs about nine or ten gangs, or sixty men in all.

Mr. Sellers has been so engaged since 1850, and his business is very extensive throughout the city, the State and the Northwest. Among the large buildings he has roofed in the city within the last twenty years, are the new Olympic Theatre, St. James Hotel, Peper's Tobacco warehouse, Crow, Hargadine & Co.'s, which is illustrated in another part of this work; the Anheuser-Busch, Wm. J. Lemp, Schnaider's, Winkelmeyers, Chas. G. Stifel's, and other leading and extensive breweries of the city. The roofing material is very highly commended by architects and builders, and besides being highly ornamental has the practical advantage of being fire and water proof.

CURTIS & CO. MANUFACTURING COMPANY.

Oscar Bradford, President; Henry S. Turner, Vice-President; John Stuart, Secretary; Manufacturers of and Dealers in Engines, Boilers, Saw Mills, Gang Edgers, Lath and Felloe Machines, Planing Mill and Stave Machinery, Circular Saws and Mill Supplies of every description: 817 and 819 North Second Street.

This concern has transactions rising \$500,000 a year. It has an authorized and paid up capital of \$50,000, and a surplus (November, 1884) of \$76,328.68. These figures are not surprising when it is learned that the establishment was founded upward of thirty years ago, and that it has been in continuous operation, without a break, ever since. Prior to 1876, which is the year of its incorporation, it was run under the firm name of Curtis & Co., and although the management has long since passed into other hands, that time honored designation is still retained in the company's title.

This house has two factories in St. Louis, and a branch house in Chicago. The works at Ninth and Monroe streets, in this city, are for the manufacture of saws. The factory at Second and Wright streets is for the making of wood-working machinery. These two establishments employ 70 to 75 men. The pay-roll for them exceeds \$1,000 a week. Besides these men 18 others are engaged as salesmen, accountants, etc.

The Chicago house is established for the accommodation of the Northwestern trade of the house. The specialties of manufacture are saw mill goods, all such tools and machinery as are used by lumbermen, loggers, and mill men. The foregoing account illustrates better than any diffuse puffery the strength, standing and resources of this house, and the extraordinary accommodation it has to offer to patrons.

THE DOWNTON MANUFACTURING CO.

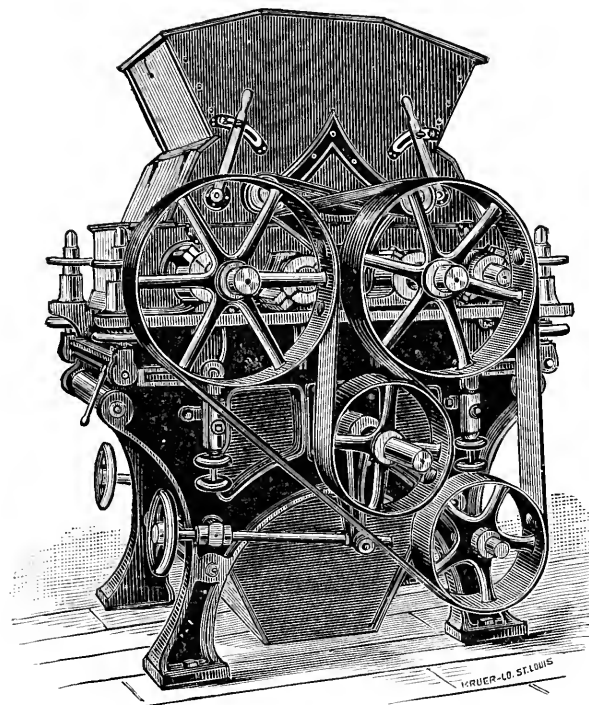
R. L. Downton, President; Tom Miller, Jr., Secretary; Mill Builders and Furnishers: 503 Chamber of Commerce building.

When first established here, in 1873, this concern was known as Downton's Middlings Purifier Company. The house is now extensively engaged in mill building and remodeling. The Geo. Bain & Co. mill and the Geo. P. Plant company's mill here were built by it,

and the following have been remodeled by it, complete roller systems being substituted for stones:

Cole Bros.' mill, Chester, Ills.; Sawyer & McCracken's mill, Nashville, Ills.; C. P. Chapman & Co.'s, Pittsfield, Ill.; the Joseph & Anderson mill, Montgomery, Ala.; D. L. Wing & Co.'s, Litchfield, Ills.; J. F. Autes & Co.'s, Sedalia, Mo.; J. F. Schwegman & Co.'s, Washington, Mo.; also building a 150-barrel mill for the Crowder Milling Co. at Edwardsville, Ill.

Middlings Purifiers and chilled iron rollers are the specialties of the Downton company. The rolls are made at Wilmington, Del., the other machinery here. Mr. Downton is an Englishman, who has lived here however for many years, and who is the inventor of improvements to flouring machinery. Secretary Miller has lived in St. Louis some twenty-nine years, and has

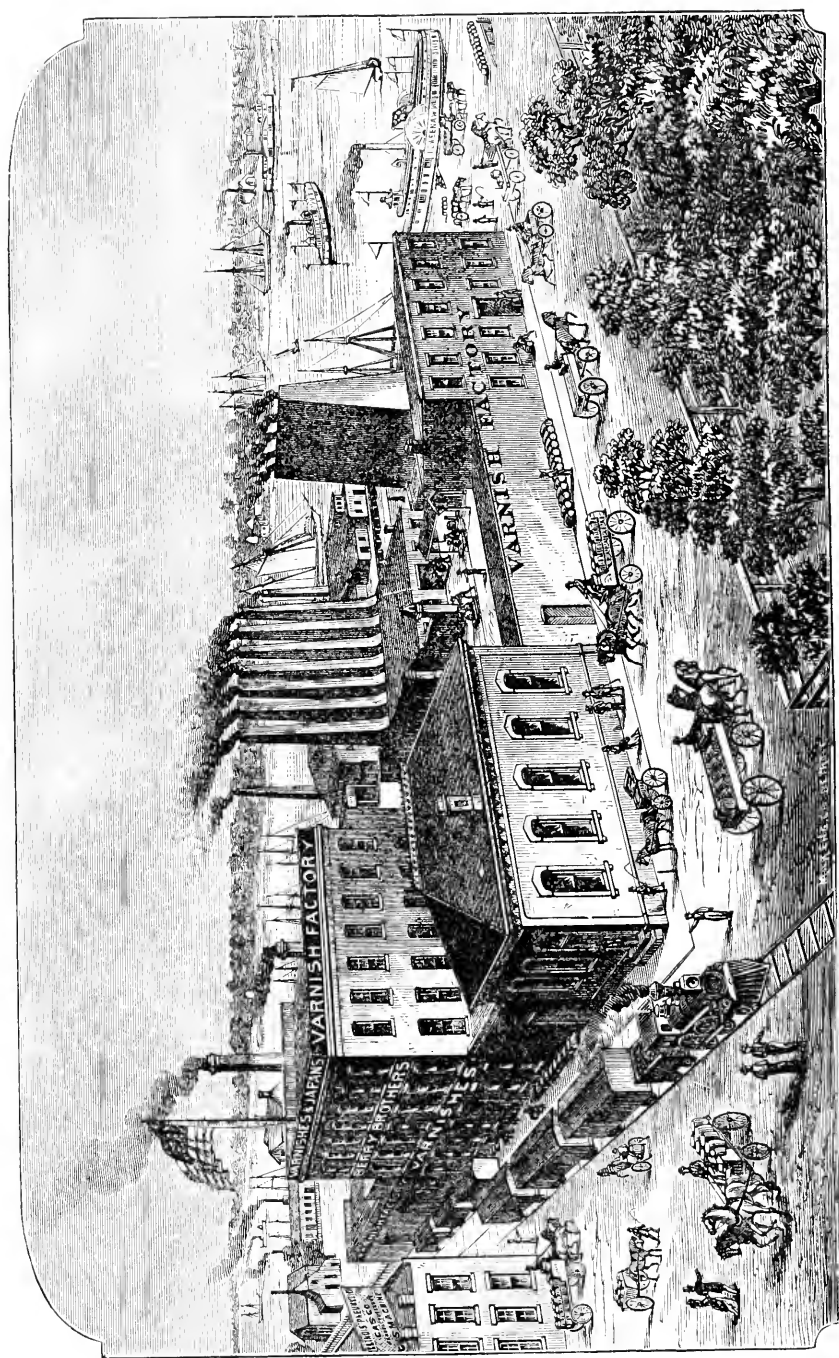


been in mill building and machinery for some twelve years.

The Downton company contracts to build roller flour mills with guaranteed results of flour, percentages and yields, furnishing plans and specifications theretor. It also builds and furnishes distilleries with its special rolls.

The St. Louis Roller Repair Company, a corporation with the following officers, occupies offices in the Chamber of Commerce building adjoining the Downton company: Wm. T. Porter, President, Wilmington, Del.; J. Morton Poole, Jr., Vice-President, same place; Tom Miller, Jr., Secretary and Treasurer, St. Louis; Directors, Wm. T. Porter, R. L. Downton, J. Morton Poole, Jr., Tom Miller, Jr. This company was organized January 2nd, 1883. In a circular issued by it, the milling trade is informed that it has erected and fitted up at Walnut and Twenty-first street, St. Louis, Mo., extensive works, with the celebrated J. Morton Poole Co.'s grinding and corrugating machinery, has a full force of skilled workmen from their shops at Wilmington, Del., and is now prepared to re-grind and re-corrugate chilled iron rolls, of all makes and descriptions, with any form or number of corrugations desired. Parties sending rolls to be re-ground or re-cut will oblige by marking each box, who the rolls are from, and giving plainest possible directions what they wish done to the rolls; also to state size of rolls, what corrugations they now have, and what it is desired to have when re-cut, and also whether the machine to which the rolls belong is right or left hand.

The extensive plant of machinery put in by the St. Louis Roller Co. enables it to re-grind rolls made of porcelain, steel or any other material. It has machinery that can grind down to the fifty-thousandth part of an inch.



BERRY BROTHERS' VARNISH FACTORY.—(See opposite page.)

THE DAY RUBBER CO.

A. W. Day, President and Treasurer; E. B. Wilder, Secretary; Wholesale and Retail Rubber Goods: 615 North Fourth Street.

Day Bros. & Co. began business about three years ago. They incorporated in May last. This house is agent for the Cleveland Rubber Co.'s belting, hose and packing; the New Jersey Rubber Shoe Co.; the Standard Oiled Clothing Co.; the Boston Rubber Co.'s carriage cloths, and other standard goods. It has a first-rate Western and Southwestern trade, particularly in such specialties as belting, hose and packing, rubber boots and shoes, druggists' rubber sundries, etc., some of which are of European importation.

Messrs. Day & Wilder, the principals in this company, came here from Hartford to engage in this business. Both are experienced in it and are much esteemed by the trade for businesslike qualifications.

BERRY BROTHERS.

Manufacturers of Varnishes, Detroit, Mich.; St. Louis Branch, E. P. Davenport, Manager; 402 North Second Street.

One striking feature of a review of the industries of St. Louis, is the number of branch houses representing distant manufactories, that are located here. The success of these ventures confirms the general opinions expressed of this city as a distributing center, and proves that the principals in those concerns estimate this section highly as a market for their wares.

Berry Brothers are the greatest manufacturers of varnish in the world. They began first in Detroit in exceedingly modest fashion, and have progressed from that small start until they have been compelled to establish agencies in Boston, New York, Philadelphia, Baltimore, Chicago, Cincinnati, Rochester (N. Y.), and here in St. Louis, to satisfy the demand for their superior products. They are the originators of the hard oil finish, the only genuine preparation for pianos, organs, desks, mouldings, and furniture generally. Owing to the reputation it has acquired, many imitations of it have been marketed, but they have only assisted the sale of the genuine product. Samples of wood finished with this preparation will be forwarded on application.

Before taking charge of the branch here, Manager Davenport was himself a varnish manufacturer, and has special qualifications for the trade. He was formerly in this same line at Cincinnati. The illustration on the opposite page shows the extent and style of the Detroit works of this firm.

CAMPBELL, LANCASTER & CO.

Live Stock Commission Merchants: Union Stock Yards, Chicago; Kansas City Stock Yards, and National Stock Yards, East St. Louis.

The three offices of this firm are managed by the partners resident at the three points where business is transacted by it: thus, at Chicago, Jas. H. Campbell; St. Louis, G. Lancaster, Josiah Hale and D. L. Campbell; Kansas City, G. W. Campbell and Joseph Lancaster. With such a representation, consignors to the firm notifying it by mail or wire get the advantage of through rates if the cattle remain unsold at either market.

The St. Louis house has been doing business for some ten years, the Kansas City branch four years, and the Chicago office since the Fall of '84. This has been one of the leading houses here since its foundation. A business of from \$12,000,000 to \$20,000,000 a year is done in these offices. The whole Western and Southwestern country furnishes patrons for the firm. The business of the St. Louis house is divided as follows: Mr. Hale, cattle and sheep; Mr. D. L. Campbell, hogs; Mr. G. Lancaster, the office business.

F. HALLIDAY & CO.

Safes, Time Locks and Vault Doors: 219 Pine Street.

Established in 1874, this house has, in the meantime, acquired a trade with patrons in nearly all of the States to the West and Southwest of this point, and is doing a particularly prosperous business with Arkansas, Nebraska, Iowa, Kansas and Texas.

Testimonials regarding the merits of safes furnished by Halliday & Company have been received from the Southern Hotel proprietors, and from some of the largest business houses of this vicinity, showing that the fiercest fires have only verified the statements made by the firm. These safes are those of the Cincinnati Lock Company. Halliday & Co. also sell the vault doors of the same company, and the Dalton Time Lock made by the Consolidated Time Lock Company.

THE SOUTHERN HOTEL.

Henry C. Lewis, Manager: Fourth, Fifth, Walnut and Elm Streets.

The "Southern," the finest hotel in St. Louis, and covering larger space than any other in the West, is owned by a stock company of which W. R. Allen is President; George W. Allen, Vice-President; J. W. Wallace, Secretary and Treasurer; W. R. Donaldson and



Wm. Welker, Directors. The present building, which succeeded the historic Southern, that was destroyed by fire in 1877, was erected in 1880-'81 by the late Hon. Thomas Allen, who died while occupying a seat in congress, and whose bust adorns one of the corridors of the hotel. In all the features necessary to constitute

a first-class house, the Southern is not surpassed anywhere. The massive structure occupies the block bounded by Walnut and Elm streets with a frontage of 226 feet, and by Fourth and Fifth streets with a frontage of 275 feet. It is six stories in height with a commodious basement. In the re-erection of the building there was lavish expenditure of money and resort to every incombustible material to render it fire-proof. Railroad iron was used for joisting; the interior walls formed of massive brick, and the partition walls of gypsum, sand, cement, and pulverized coke, no wood being used. So constructed, and its four stairways, running from top to bottom, being of iron, the Southern has been pronounced by most experienced builders and fire insurance inspectors the most thoroughly fire-proof hotel in the world. In that confident belief, the proprietors carry no insurance on the building or furniture, valued at about \$2,000,000.

Elegantly furnished throughout, the hotel contains all the latest improvements, inclusive of extensive machinery for elevators and for furnishing electric light. The grand stairway is one of the finest in the country, and an artistically designed terrace garden over the dining hall and laid out in paths and promenades, is another notable feature. The house contains upwards of five hundred rooms, and can comfortably accommodate twelve hundred guests.

Since its formal re-opening in May, 1881, in which ceremony the Governor of the State, Municipal authorities and others of distinction shared, the Southern has enjoyed uninterrupted and unparalleled prosperity, and especially so during the past two years and more under the direction of Manager Lewis, formerly of the Windsor, New York. Like the old Southern, of which the Grand Duke Alexis, of Russia, was a guest, its successor entertains a great majority of European tourists. Its extensive accommodations, efficient management and unrivalled cuisine make it a great favorite with travelers in general, and the larger commercial bodies and conventions visiting St. Louis; in fact it is the recognized centre of conventions, having ample conveniences in the way of committee rooms, etc. Gen. Porfirio Diaz, President of Mexico, selected the Southern as his headquarters when visiting St. Louis; the great Cotton Convention awarded it similar recognition, and the Cattlemen's National Convention, shortly to re-assemble here, will again select this hotel as headquarters.

O. P. HEDGES & CO.

Dealers in and Agents for the Sale of Missouri and Arkansas Lands; Large Tracts a Specialty: 919 Olive Street, St. Louis, Mo.

Messrs. O. P. Hedges & Co. have for sometime held the distinction of being the most conspicuous firm in their line. They have on their books 50,000,000 acres of land that are for sale. This includes one tract of 4,000,000 acres, and one of 10,000,000 acres. It is acknowledged that this firm have reduced their business to a perfect system; that their plats, descriptions, etc., of ranches, farms and lands are got up in better and more satisfactory

shape than by any other establishment engaged in the business. The firm has connections too, both at home and abroad, that give it great advantages over competing dealers. Its correspondents in New York and London are especially solid. Sometime ago Mr. Fife spent two years in Europe perfecting arrangements for the sale, settlement, leasing, purchase and transfer of lands, and the firm now has for sale, farms, ranches—with or without cattle—ranges, and other unimproved lands, timber lands and all other descriptions of real property in Missouri, Arkansas, Texas, Mexico, New Mexico, Mississippi, Georgia, North Carolina, Colorado, Louisiana, Florida, and in fact in about all the States of the Union. They sell on commission, but also have lands of their own to sell. This firm has been doing business here for about six years. Mr. Hedges has lived in St. Louis for about sixteen years; Mr. Fife, some thirty odd. The members of the firm and those associated with them are well-known, and are highly esteemed by all who have had dealings with them.

BURRELL, COMSTOCK & CO.

Furniture: 402 and 404 North Fourth Street.

We write of the handsome premises of Burrell, Comstock & Co., a leading furniture house of St. Louis, in which Messrs. S. H. Burrell, F. J. Comstock and W. M. Bleyer are the principals. This house dates its establishment from 1866, when Mr. Burrell was the "Co." of A. D. Seaman & Co. That same year Comstock & Haywood engaged in business. In 1869, S. H. Burrell became successor to Seaman & Co., and about a year later F. J. Comstock succeeded the firm of Comstock & Haywood. In 1874 Messrs. Burrell & Comstock consolidated their interests and separate houses, under the designation at the head of these paragraphs.

This house has a trade with all parts of the Western and Southwestern country. It has patrons too in States as far distant as New York and New Jersey. It is the largest retail furniture house in St. Louis, and is so acknowledged by its competitors. It has about 40 employees, none of whom, however, are traveling men, sales out of the city being made by circular and other advertising mediums. Previous to 1866, Mr. Burrell had been engaged in the same line in Milwaukee. Mr. Comstock too had been in furniture, before he went into business here, in Peoria, Ill., in which enterprise he still maintains his interest. Mr. Bleyer acquired his present interest in the house about a year ago.

HENRY McCABE.

Manufacturer of Plug, Chewing and Twist Tobaccos: 707 North Second Street.

The proprietor of the factory at 707 North Second Street was raised in St. Louis, and having been engaged in tobacco manufacture since 1867, is thoroughly conversant with all the details of that industry. In his youth, he served an apprenticeship at the marble business. His mercantile experience since has not been meager.

Mr. McCabe's best trade is with the States of Missouri, Illinois and Indiana, where his "Eagle," "Honey Dew," and "Southern Choice" twists, and particularly the latter, are in high favor. His establishment has shared in the general progress of the market in recent years, and is firmly grounded in a good local and country traffic.

ST. LOUIS MUTUAL FIRE INSURANCE CO.

John G. Haas, President; G. H. Elbrecht, Vice-President; John J. Sutter, Secretary; Edward Herzog, Assistant Secretary: 622 Locust Street.

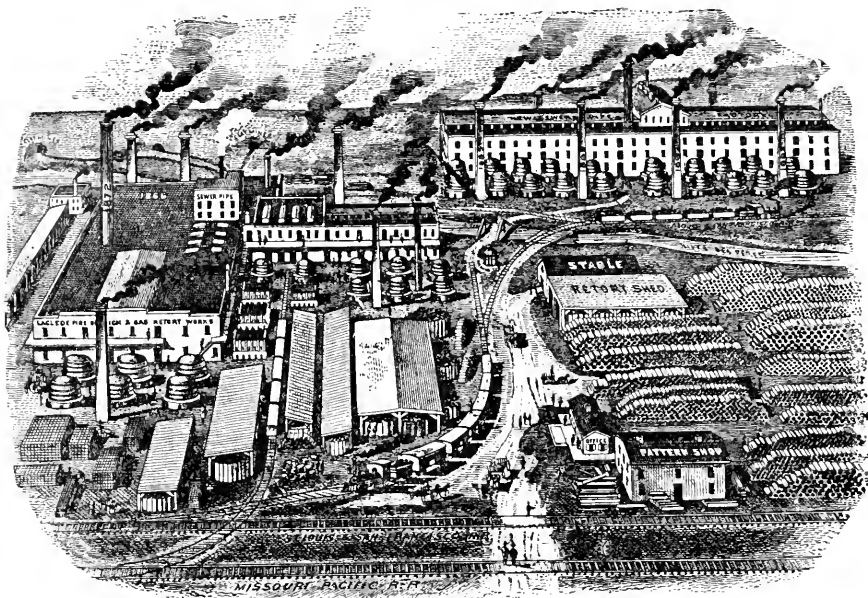
This is a local and mutual company, and does business only in St. Louis and the State. It was organized in 1851 by several of our leading business men, and reorganized under present insurance laws in 1881. Its prosperity is evidenced in the fact that last year it had in outstanding mutual and short term risks \$12,340,039.36. The directors of the company, whose names will be recognized also from their connection with the commercial affairs of the Mississippi Valley, are: Messrs. Henry Helm, John H. Muller, John P. W. Thul, Charles L. Stuever, Charles Branahl, G. H. Elbrecht, Michael Voepel, Caspar Stolle, and John P. Haas.

The State Insurance Superintendent's Report for 1884 makes this satisfactory exhibit of the affairs of this company during that year: Available assets \$798,156.08, of which \$82,377.15 consisted of deposits in six leading banks. Liabilities, \$516,263.25; surplus, \$281,892.83. So much caution and conservatism characterized the conduct of the company last year, that its total losses aggregated only \$26,207.67, while its cash income during the same time reached nearly \$100,000.

THE LACLEDE FIRE BRICK MANUFACTURING CO.

Jas. Green, President; J. H. Green, Vice-President; G. R. Blackford, Secretary; Manufacturers of Gas Retorts, Fire Bricks, Sewer Pipe, Terra Cotta Ware, etc.; Works at Cheltenham, Mo. Pac. & S. F. Ry.; Office, 901 Pine Street.

Improvements just added by this company to its Cheltenham works make them the largest as well as oldest in this vicinity. The business now conducted by the Laclede company was first established in a small way, becoming the field for it, by Hambleton



& Green, the forerunners of this establishment. In 1854 the works were in North St. Louis. Removal was made to Cheltenham in 1865, and the stock company was incorporated for the better purpose of carrying them on, and in 1869. Four hundred hands are employed by the company, and shipments of its products are made to all points North, South and West. The pay-roll alone calls for \$10,000 a month, and the establishments use on an average over 100 cars coal in the same length of time. The new factory added during the past year gives the works over 200,000 square feet of drying floor, greater than that of any similar works in this country. Another sewer pipe machine has been put in. This is the only factory west of Ohio whose trade requires two pipe machines to be run constantly. The total annual output of the manufactured wares of this company is unequaled in the United States. They are annually increasing the variety of their products, and are now adding a department for the manufacture of fire-proof material for building purposes, which will not be surpassed by any now in use. This class of material is a necessity in the construction of the modern style of fire-proof building. Architects and builders endorse it as the best non-conductor of heat and sound. The company is also marketing James Green's Terra-Metallic Paving Brick. These bricks are superior to any other for railroad bridge piers, gas house floors, brewery yards and cellars, carriage houses and stables, engine and boiler rooms, sidewalks, and for all kinds of factories and works where a durable pavement is wanted. They are of a bluish-black color, thoroughly vitrified, and almost indestructible by any ordinary wear.

President James Green, of the Laclede company, has lived here the principal part of his life. He was in the furnace building line at the time of his venture with Hambleton, and contracting for the erection of furnaces is still a large part of the business of this vast industry.

As an indication of the manner in which he is identified with the solid interests of this section, it may incidentally be mentioned that he is a Director of the Fifth National Bank, President of the Helmbacher Forge and Rolling Mill Co., Director of the Crystal Plate

Glass Co. of Crystal City, Mo., and a member of both the Merchants and Mechanics Exchanges.

The interests of the Laclede's customers are always protected by the lowest freight contracts on all shipments by rail or river. Cars are loaded at the Cheltenham factories for all railroad points through to destination without re-shipment. The wares of the company were exhibited at the World's Exposition, New Orleans, and received awards of four first premiums in all, namely, for best fire clay gas retorts, for best fire brick, for best terra-metallic paving brick, for best culvert and sewer pipe.

THE KENDALL-BAYLE CRACKER CO.

Geo. J. Kendall, President; A. L. Daniels, Vice-President; Geo. A. Bayle, Secretary: Fourth and Chouteau Avenue.



In the year 1848, H. N. Kendall, the pioneer steam cracker baker of the West, located and built the first important Western steam bakery in St. Louis, on the corner of Sixth and Pine streets, since which time this principality of the Mississippi Valley has never lost its prestige as the center and metropolis of this line of business, gained by the uniformly excellent line of goods this house inaugurated and always maintained.

In 1874, Mr. H. N. Kendall closed, by death, a long and busy life, and has been succeeded through other changes by the present company. The company's factory, five stories in height, on the corner of Fourth Street and Chouteau Avenue and Broadway, thus fronting on three thoroughfares, occupies a most commanding site, and is the landmark of that portion of the city. Within its walls, by means of the most approved machinery and appliances, seventy-five employes daily transform 200 barrels of flour and other materials into numberless varieties of delicious crackers and biscuits, which find their way, on direct orders to this company, into twenty-two States and Territories of this country,

not counting exports.

Their trade has reached such proportions that they have purchased a second factory, Nos. 711 and 713 North Second street, which will more than double their present enormous capacity, and which is in operation at the time of this reading.

MOSER'S HOTEL.

Leo. Moser, Proprietor: 807, 809 and 811 Pine Street.

Mr. Leo. Moser has been catering for the public since his childhood. He directed for many years the Lindell's cuisine, was a steward on the Mississippi boats, and for six or seven years before opening the "Moser" was proprietor of the Silver Moon restaurant at Seventh and Pine streets.

The Moser, one of the most popular hostelries in the West, is a new house, having been constructed especially for and opened by Mr. Moser, September 10th, 1883. It has 100 rooms and can accommodate 300 guests. It is run on the European plan, its restaurant, the new Silver Moon, being regarded as the best in the city. A lunch counter has recently been fitted up also for the convenience of those who do not desire to dine in the middle of the day.

The Moser is a model house. Its accommodations are all first-class, and the air of neatness which characterizes every part of it is particularly striking. Transients will find it not only the most reasonable, but, without exaggeration, the best hotel here. It is convenient, central and handsome.

GOLSAN, COIT & CO.

Commission Merchants: 213 and 214 Chamber of Commerce Building.

R. W. Golsan and A. B. Coit have been in the general commission business here for about ten years, beginning as R. W. Golsan & Co. about that length of time ago. Both gentlemen are old residents, Mr. Golsan having about twelve years experience of this market, and Mr. Coit about six years in it. Both gentlemen are prominent in the Exchange, and are pretty well known also through their dealings with New York, Chicago and Toledo. They deal in options on commission for grain, cotton, lard, pork and stocks, and have a first-rate patronage.

THE MORAN BOLT AND NUT MANUFACTURING CO.

M. Moran, President; J. Moran, Secretary; W. E. Moran, Treasurer; Manufacturers of Gimlet-Point Coach and Lag Screws, Machine, Key, Car and Bridge Bolts, Nuts, Washers, Rivets, etc.: Main and Florida Streets.



The stock of this company is all held by the brothers M. and W. E. Moran, and they give to the management of its concerns their personal and undivided attention. The company was incorporated in 1881. Its authorized capital is \$60,000, a sum significant of the extent of their enterprise. Fifty men are employed by it. The factory and works, now located in one spot for twelve years, cover an area of 140 feet square.



The business was originally founded by Wm. Moran, father of the brothers, in 1850. Its age is a guarantee that its business conduct has been irreproachable. Its manufactures are standard in all parts of the West and South, occasional shipments Eastward in competition with the manufacturers of that section suffering nothing by comparison with the best products there marketed. The Moran Bolt Works are an important feature of the industrial record of the times, and are entitled to the most favorable mention. Indeed, they have a very important bearing, considered in connection with the iron manufacturing industries of the great Mississippi Valley; and the deserved prosperity of such establishments is not only a triumph of the enterprising proprietors, but promotes the welfare of the industrial interests of the entire West.

THE RIVERSIDE PRINTING HOUSE.

N. T. Gray, Proprietor: 302 North Main Street.

When it was first established, in 1855, this house was known as Edwards' Directory Office. Edwards was succeeded about the year 1868 by Capt. L. H. Aldrich, who conducted the place as a directory and general printing office. The *Christian Publishing Co.* followed Aldrich's management, and Dowling & Gray were the successors to that concern. This was in 1875. Six months later Mr. N. T. Gray acquired sole possession, and except for a short period, when Mr. H. C. Spring—now of the Spring Printing Co.—was with him, has conducted its affairs alone.

Mr. Gray was, prior to his venture here, one of the proprietors of the *Mobile Tribune*. A native of Oswego, New York, he commenced at the printing trade when but twelve years old. His experience and training, therefore, amply qualify him for the management of an extensive printing house. Nine magnificent presses are running in this establishment, and all the latest mechanical accessories are added so soon as they appear. The annual business transactions with the city and surrounding country, principally with the South and Southwest, are fully \$100,000. The specialties of this house are blank books and catalogues, as well as printing in all its branches. Six different catalogues are being now published by this house. This is a first-class house in every essential particular, and is one that performs its work thoroughly, satisfactorily and well.

DAVID HUMPHREYS & BRO.

General Commission Merchants, with Fruit and Vegetables a Specialty: 712 North Third Street, (Formerly Broadway.)

The senior principal in this house, Mr. David Humphreys, has had a most eventful history. He was a soldier of the Mexican war, a miner and merchandiser of the early days in California, a planter in Missouri before the war, and lost during the hostilities his whole possessions, including thirty-four slaves. Compelled by adverse circumstances to undertake trade again, from that time on he followed a mercantile career. At different times thereafter he was doing business as a merchant at Jefferson, at Pleasant Hill, (Mo.), and on the line of the Atchison road in Colorado, had a son of Provisional Gov. Gamble for a partner at Pleasant Hill, and finally, after many and varied experiences, settled here in the produce line about the year 1872.

It seems unnecessary to say here that the subject of this sketch is an authority upon trade matters, especially those connected with his own avocation. Speaking of the expansion of this section and of the rapid development of his employment in particular, Mr. Humphreys recalls the fact that when he first settled here, a merchant who received a car load of early

produce was regarded as displaying great speed and spirit. Now the movements are by train loads, and the business, for such houses as his, is chiefly in the distribution of crops and their transfer from the point of production to the point of consumption. If one section has a good crop and there is scarcity in another, it is the business of a produce dealer, that is to say one of the modern sort, to send out his buyers so as to purchase for those who make demand for what has been raised. A merchant now finds greater scope for his energies. Thus his house receives consignments from points so far distant as the fruit growing regions of California, and in the contrary direction so far East as Boston, and even into Canada. Later the situation may be reversed, and instead of consignments the business may be in shipments to the very same points.

About three years ago, Mr. John D. Humphreys, who is much the junior of his brother, acquired an interest in this house, which having a Chicago branch required an assistant in the management. Besides that establishment, the house runs a Kraut factory and a city branch on Franklin avenue. This much space is devoted to the affairs of this house because it is a truly representative one. As will be seen, Mr. Humphreys, sr., is a man for affairs of breadth, and he is ably assisted in the transactions of the concern by his brother John D. These gentlemen are notable figures in this market, and their house is regarded as staunch and sound by all the trade; so much so indeed, that they influence many operations of the market in which they have no direct interest.

MEYER, BANNERMAN & CO.

Manufacturers of Saddlery, Saddlery Hardware, Leather, etc.: 612, 614, 616 North Second Street; Factory, 418 North Commercial Street.

The gentlemen of this firm came from the South about twenty years ago for the purpose of changing their field of operations. Immediately after their establishment in St. Louis, their house, by the breadth and character of its operations, assumed position with the manufacturing concerns of first rank in this vicinity. This is the principal house of its line now supplying the Southern and Southwestern country. Over 160 employees are in its service, and transactions exceeding \$600,000 are the estimate of its annual business.

Speaking of the trade lately, Mr. Meyer said: "This is a business that expands much slower than some other lines; for instance, the grocery or dry goods lines, because it depends on the prosperity of a very different class of customers—small manufacturers and the traders who usually settle on the back streets, and who have themselves a slow growth." It will thus be seen that a house like that herein described is, by the very nature of its trade, obliged to deal liberally and cleverly with its patrons, and this reputation the house of Meyer, Bannerman & Co. has long since acquired. Its wares, too, like its business methods, are in all respects first-class.

AMERICAN ART CO.

G. M. Ashley, Proprietor; Headquarters for Fine Frames and Works of Art: Northwest Corner of Eighth and Pine Streets.

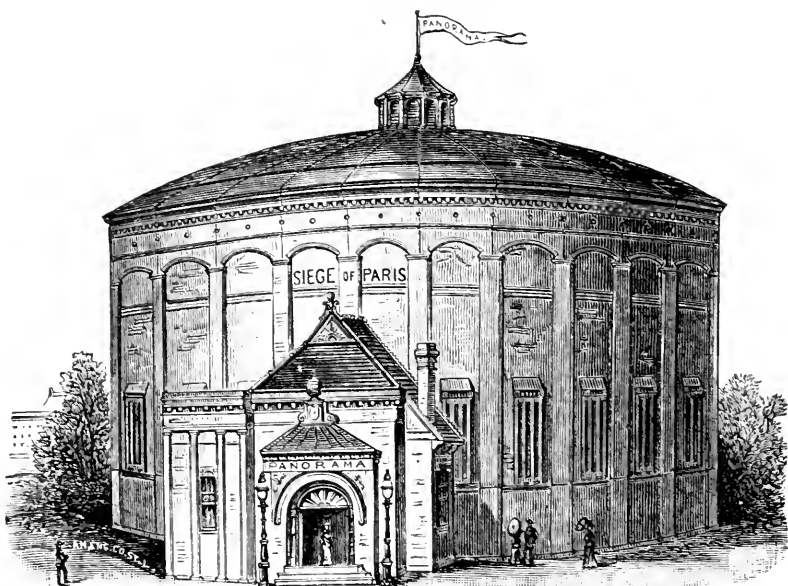
The proprietor of this palace of art has proven himself a public benefactor in introducing into the households of those of moderate means, in the West and Southwest, a variety of works of art that erstwhile adorned only the salons of the opulent.

Publishers have long known that the hitherto high prices of works of art could be reduced materially if a large popular demand could be created for them, and it needed only the business sagacity and enterprise of Mr. Ashley to promote that cultured taste which should create a popular demand for the multiplication of the works of the masters, and thus cheapen the same. He has succeeded. Where only a few wealthy patrons of art had fine pictures, the situation is now changed, and these evidences of culture adorn the homes of those who otherwise would still be fracturing the command against covetousness. The American Art Co. adopted the manufacture of frames fitted to supplement the genius of the artist, and now throughout Illinois, Missouri, Kansas, Texas, Colorado, and even the distant Western Territories, apostles of culture and refinement carry ready framed paintings and fine engravings from the studio and emporium of Mr. Ashley, at Eighth and Pine streets. The proprietor had himself some years of experience as a traveling colporteur in the ministry of art, and employed a number of agents in the same behalf, when he engaged in his project extensively about seven years ago. So the business developed from year to year until the emporium of the American Art Co. has become one of the most interesting features of attraction in St. Louis, and the manufacturing branch—frame making—is already a large industry. Mr. Ashley is from Illinois, and in addition to cultivating a large estate, his father has held judicial positions in Will County. But the son abandoned the farm and carved out his own business career unaided, yet firmly supported by a faith in the ultimate triumph he has won.

THE GLOBE PANORAMA CO.

"The Siege of Paris." G. S. Ingram, President; I. R. Krum, Manager and Treasurer; Thomas E. Patterson, Secretary: Washington Avenue and Thirteenth Street.

Although hardly to be strictly classed with the industries of the city, yet as an enterprise of the year 1885, and one, too, involving a considerable outlay, the Globe Panorama Co.'s "Siege of Paris" deserves more than a mere passing mention. The Panorama of the Siege of Paris now on exhibition at Thirteenth and Washington avenue, is the work of the following distinguished artists: Betsellier, Benton, Le Pince, Bernard, Risler, Grandchamps, Bracconi, Desbrosses, Plonsey, Greux and others. The point of observation is on the heights of Chatillon. As an imposing and beautiful pageant it is unrivalled by any other work of the kind. While in process of construction in France, fidelity to surroundings and historical accuracy were kept constantly in mind, and every facility was furnished by the French government to render it absolutely perfect.



The building in which this panorama is exhibited was erected especially for the purpose to which it is now devoted, in the early part of the year. It is the red octagonal shaped structure so much remarked by passers-by. The panorama is a painting in oil, fifty feet high and 401 feet in length. It represents a landscape over 100 miles in circumference, including the city of Paris and its Southern environs, and the field of Chatillon, which action is faithfully represented by the painting. The picture is the labor of fourteen distinguished artists, who were five months completing it, equal to a five years task for one man. The picture weighs eight tons; 2,228 square yards of canvas were used in it.

The company which has erected this building is one permanently located, and owning the same sort of enterprise in other large cities. Mr. Krum, the manager here, is from Bloomington, Ill., where he formerly had large lumber, coal and grain interests. Messrs. Ingram and Patterson, President and Secretary respectively of the Globe Company, are from Chicago, Mr. Patterson being a heavy real estate operator there, and Mr. Ingram retired from active business life.

"Splendid in prosperity, and rendered dramatically pathetic by the pressure of adversity, Paris is, under all possible conditions, an interesting study; and nothing which serves to illustrate either her glory or her distress ever fails to command attention.

"Americans, more than any other people, are familiar with Parisian life, manners and ideas, and appreciate the scenes of this thrilling episode in the world's history. This splendid picture will hence address itself to all classes—to the lover of art, the military adept, the student of history, the traveler, the enthusiast who longs to become more familiar with its

scenes, the busy man of science, the overtasked merchant and lawyer—in fact, to the American people in general, as a very entertaining and valuable artistic and educational study.

"So, under this iron dome, surrounded by the wall of painted canvas, the interesting story of the long drama all comes back, and we live an epoch of history over again in an hour, and in coming away we rub our eyes to be fully sure that all we see or seemed to have seen was not a dream."

I. B. ROSENTHAL & CO.

Importers, Manufacturers and Jobbers of Millinery Goods: Northeast Corner of Washington Avenue and Fifth Street.

The year 1876 was the first year of this firm's establishment in St. Louis. The principals in it are I. B., M. B. and Sig. Rosenthal and S. R. Lipsis. They are also interested in the largest millinery house in Chicago, and in the business (Lincoln, Neb.) firm of M. Ackerman & Co.

Besides the general line of millinery, this house makes a specialty of the manufacture and sale of Ostrich feathers, and is well known for that branch particularly. The trade is extensive in these lines, taking in about all the States East, West and South. The house has fifty employes, of whom twelve are travellers, thus showing the breadth of their patronage. It is about the heaviest house in its line here, and is thoroughly equipped in the way of capital and resources for a big trade.

BLOCK, DEAN & CO.

General Commission Merchants: 417 Chamber of Commerce Building.

Dodson & Woods founded the business now carried on by Block, Dean & Co. more than twenty years ago. When Mr. Dodson died, Wm. Woods & Co. succeeded the original firm, and Messrs. Block & Dean in turn succeeded Woods & Co. in 1881. The principal transactions of the house are in an order trade with the South and Southwest, the receipts being from Iowa, Nebraska, Kansas and Missouri principally. Mr. S. Smith, formerly of Pritchard & Smith, operates for the firm on 'Change. He is a broker of some twelve years standing.

Messrs. Block & Dean are old residents of this section. They were in the auction line before their present venture, and are regarded as a trustworthy and reputable firm. The house has ample capital and resources, and is looked upon as one of the leading commission houses here.

J. W. GARRATT & CO.

Brass Founders: 2028 to 2034 Walnut Street.

The "Co." of this firm is Mr. J. C. Lullman. The foundry has been run now for about six years by Messrs. Garratt & Co. It employs some twelve men now, and will shortly increase that force when the manufacture of bells is engaged in. Mr. Garratt has had practical experience in this line, and it is proposed to make the fine toned church bells a specialty.

At present the foundry turns out all manner of phosphor bronze castings, railroad engine and car bearings, and genuine Babbitt metal. It has sale for these materials so far away as California, and does a first-rate Southern trade.

ST. LOUIS UNION STOCK YARD CO.

C. C. Maffit, President; Wm. A. Ramsay, Secretary and Treasurer; Don McN. Palmer, Superintendent: Office and Yards, Bremen Avenue, East of Broadway.

The marvelous growth of the live stock interest in the Southwest during the past decade has necessitated the enlargement of terminal facilities. St. Louis being the trade centre of the great Mississippi Valley, in close connection with the plains, as well as upon the direct route to the Atlantic seaboard, it was incumbent upon this metropolis to provide adequate facilities for the handling and transshipment of live stock. One of the most successful efforts in this direction took the form of organizing and incorporating the St. Louis Union Stock Yard Company about nine years since, with a full paid-up capital stock of \$325,000. Extensive yardage room—in all about thirty acres—was secured upon Bremen avenue, east of Broadway, and the necessary buildings were there erected. Despite the trade depressions that have occasionally affected other large interests, the company has continued in a career

of prosperity, annually increasing the volume of its transactions and its tributary territory, until its aggregate trade last year comprehended the receipt and handling of, cattle, 100,647; hogs, 398,809; sheep, 108,988; horses and mules, 12,465. This stock chiefly came from Missouri, Kansas, Arkansas and a portion of Illinois; but since the famous National Cattle Growers' Convention in St. Louis last Fall, the territory tributary to this market is constantly extending westward. The present executive officers of the company, chosen at the annual election last March, are, President, C. C. Maffitt, and Secretary, W. A. Ramsay; both energetic business men, and calculated to conduct its affairs with the largest measure of success. The company employs of itself about thirty men, but the entire force at the extensive yards is upwards of an hundred and fifty.

WILLIAMSON'S DRUG STORE.

Dr. E. J. Williamson, Proprietor; Corner of Ninth Street and Franklin Avenue.

It is very nearly thirty years now since Dr. E. J. Williamson established himself in the drug trade here, at Second and Vine streets. Since that time he has made several changes of location, but for the past nine years has been at the corner of Ninth and Franklin avenue.



Dr. Williamson is a wholesaler and manufacturer, and as such has a trade all over the United States. He manufactures Smith's Iron Tonic, Oriental Chlorine Tooth Wash, Dr. Bertier's Cough Balsam, Dr. Bertier's Pills, and Williamson's Mellaroma, a summer drink. He handles at wholesale and retail all the standard remedies and drugs, and has also considerable practice as a physician. Having had experience in the South before coming here, his knowledge of the drug trade is not at all limited.

From his long residence here Dr. Williamson is pretty thoroughly known and esteemed. He is connected with numerous social and professional organizations, and is prominent otherwise than as a tradesman.

JOHN W. ELWELL & CO.

General Produce Commission Merchants and Dealers in Hides, Furs, Feathers, Butter, Eggs and Poultry: 325 North Main Street.

Capt. Elwell, of 325 North Main street, first went into the commission line about the close of the war. He had been a resident of this section for many years before that, and was in command of river craft running between here and New Orleans.

The house at No. 325 North Main is a pretty brisk one. Its country trade is mostly confined to the Illinois and Missouri districts, a specialty being made of the purchase and sale on commission of fruit and country produce. Consignments of such goods are solicited by the house.

Capt. Elwell is one of the Floor Committee of the Exchange.

THE H. GRONE BREWERY CO.

H. Grone, President; E. Link, Vice-President and Superintendent; A. Reimler, Secretary; Proprietors of the Clark Avenue Brewery, Clark Avenue, between Twenty-second and Twenty-third Streets..

"The great popularity of the Grone Brewery Company's beer," says an account published some time since, "is evidenced by the fact that consumption of it is always up to the limit of the brewery's capacity for production. This brewery has a frontage of 325 feet on Clark avenue, between Twenty-second and Twenty-third streets, and 100 feet on Eugenia street, and is equipped with all the most recent appliances for the manufacture of lager. Its product is 40,000 barrels annually, principally disposed of to city and country patrons, the latter residing in this State and in Illinois. The expenses of this establishment are considerable. In the item of labor alone \$40,000 per year is paid out. The expense for ice is about \$25,000, and from 80,000 to 100,000 bushels of barley is consumed. The gentlemen composing the management are experienced in their vocation, and are thoroughly esteemed for high business qualifications."

Mr. Grone has lived here some thirty-nine years. He was engaged in the manufacture of soda water up to 1861, and still is interested in that business. It was just about the outbreak of the war that he began brewing. He is a Director in the Fourth National Bank, and a member of the Merchants Exchange.

Mr. Link has lived here about twenty-five years. He has been in the brewing business about all of that time. Before coming to this country he had acquired quite a reputation as a brewer. Mr. Reimler, Secretary for the company, has been with the Grone brewery for about twelve of his fifteen years' residence here.

The Grone Brewery Company is one of the incorporations of the year 1882.

ARNDT & KOCH.

General Produce Commission Merchants; 11 North Main Street.

Arndt & Koch are a type of the later generation of business men in St. Louis. The house at No. 11 North Main Street was founded in May of last year. A specialty is made of domestic produce—poultry, eggs, butter, hides, furs, tallow, lard, wool, etc., and its business for the year just closed has aggregated close on to \$100,000, a first-rate showing considering the competition in this market. The location chosen by them is central and one of the most convenient for such a business that could be selected. It is near to the transportation lines, within one block of the river, and in every way calculated to assist the connection between producer and consumer, a point of great moment in the handling of perishable merchandise. Messrs. Arndt & Koch have fairly established themselves in the confidence of a local and interior patronage such as many an older house has been years in acquiring. This has been accomplished only by persistency, method and painstaking devotion to the interest of consignors. Liberal advances are made by them.

THE GREAT WESTERN OIL WORKS OF CLEVELAND, OHIO.

Scofield, Shurmer & Teagle, Independent Refiners of Petroleum; Gus. Whittemore, Manager St. Louis Branch: Office and Warehouse, 1033 North Main Street.

The Great Western Oil Company, of Cleveland, Ohio, is about the largest refiner of oil in the United States, outside of the Standard Oil Co., from whom it is entirely independent, and with whom it competed sharply. The capital of the Great Western Company is said to be \$1,000,000. All of its products, gasoline, naphtha, illuminating oils and lubricators, are manufactured at Cleveland, the St. Louis house being only a distributing point for the Westward country, and intended to facilitate the company's trade with the West and South. The following well-known brands of oil are of the Great Western Company's manufacture: Standard White, 110°; Family Headlight, 150°; Royal Headlight, 175°; Palacine (or Palace Light); Snow Drop (water white); Ruby Illuminator (red oil); 63° Deod. Naphtha; 74° Deod. Gasoline; XXXX Light Machine; Imperial Light Machine; Amber Light Machine; Castor Light Machine; Royal Cylinder; Perfection Cylinder; Olivene Cylinder; Amber Cylinder; West Virginia Black Oil; Zero Cold Test Black Oil; 15° Cold Test Black Oil; 25° Cold Test Black Oil.

Mr. Gus Whittemore, the Manager here, will be discovered, by intending purchasers, to be a clever and wide-awake business man, always ready to treat with them for trade, or to answer business queries. He is thoroughly well posted, and is in all respects a fine representative of the company's interests.

THE GEO. A. RUBELMANN HARDWARE CO.

Dealers in Cabinet and General Hardware; 905 and 907 North Sixth Street, between Franklin Avenue and Wash Street.

A history of this house could hardly be written without making of it a personal sketch of its energetic founder, who, beginning as a boy in 1854 in this very establishment, has risen by his own exertions to the proprietorship of it. George A. Rubelmann, President of this



company, was brought to St. Louis from Germany by his family when he was hardly more than a child in arms. At thirteen he was engaged with Wm. Siever in the hardware line. Siever failed in 1857, and Adolphus Meier & Co. took the business, giving control to young Rubelmann. He managed for the Meiers until 1860, when, with his brother John G., he bought the establishment for \$6,500, giving notes for the entire amount. After a hard struggle through the opening years of the war, they were enabled by extensions to continue until Jan. 1st, 1863, at which time they paid all claims in full to that date. In 1875, G. A. sold out to his brother John, and opened elsewhere for himself, in a small way at first, but by gradually expanding operations finally reaching a trade sufficient to justify the erection of a special building for it, which structure was completed in 1882. Such is the history of the principal in this concern, and it is due to him to say that he had but few advantages in the way of schooling, and acquired his knowledge of books for the

most part after his day's work was done. As another instance of his energy and capacity, it may here be remarked also that Mr. Rubelmann was chiefly instrumental in bringing about the organization of the St. Louis Furniture Exchange.

Mr. Wm. Thomas Bennett is Secretary for the Rubelmann company, which was incorporated in 1881. Its trade is largely local, but it has a patronage reaching as far South as the Gulf, and Westward into Utah. Its specialties are builders' and cabinet hardware. Its employees number twenty.

THE FOURTH NATIONAL BANK.

John C. H. D. Block, President; F. W. Biebing, Cashier; corner of Fourth and Washington Avenue.

The Fourth National Bank of this city was nationalized in February of 1864. This institution has now been so long in operation as to have obtained to a remarkable degree the confidence of the business community. This is mainly because of the high opinion entertained of its executive officers and directors, who at the date of this writing are, John C. H. D. Block, President; F. W. Biebing, Cashier; Christian Peper, Henry Grone, John H. Kaiser, Francis Cornet, C. L. Buschmann, Frederick E. Schmieding, Louis J. Holthaus, John C. H. D. Block and F. W. Biebing, Directors.

On March 10th, 1885, a statement of the condition of this bank was published that

verifies the opinion generally expressed as to the conduct of its affairs. According to the Cashier's account then rendered, the Capital Stock paid in was \$500,000; the Surplus Fund, \$400,000; the Contingent Fund, \$81,301.79; the Undivided Profits, \$91,316.27. Its circulation of \$443,600 is secured by \$500,000 of U. S. bonds. St. Louis city bonds were then in its possession to the amount of \$141,000; specie, \$507,510; together with resources totalized at \$4,824,068.19.

The principal correspondents of this bank are: New York—First National Bank, Chatham National Bank, Hanover National Bank, Central National Bank.

London, Eng.—The London Agency of the Deutsche Bank of Berlin. Paris, France—Marcuard, Krauss & Co. Berlin, Germany—Anhalt & Wagner Nachfolge. Bremen—Chas. F. Plump & Co. Frankfurt—John Goll & Sons.

Accounts of banks, bankers, firms, etc., respectfully solicited. U. S. bonds bought and sold.

MULDOON & SHARP.

Pork-Packers and Wholesale Dealers in Provisions: 904 to 912 South Second Street.

Mr. Patrick Muldoon and Mr. James Sharp, who comprise this firm, besides their regular avocation, are both well and favorably known in this vicinity as members of the Merchants Exchange. They have also a great acquaintance with Southern and Southwestern dealers, much of their patronage being in those sections. The firm were formerly located at 904 North Broadway, but owing to the rapid expansion of their trade, they removed to their present premises, so as to have greater facilities. The building there, all of which they now occupy, is 200 feet in length. The slaughter house where they do their packing is located at Canton, Mo. It is an elegant three-story brick, and for the purpose for which it was intended could hardly be improved on. The firm has a wide reputation for square dealing, and always fill their orders with exceptional promptness, thereby holding all their old customers and continually adding new ones to the list. Having a reputation established does not make them relax their efforts, but they still keep progressing, which conduct certainly must redound to their advantage in the future as it has in the past. Muldoon & Sharp are the curers of the celebrated "Four-Ace" hams, which are preferred by all the connoisseurs of this vicinity.

THE ST. LOUIS DAIRY CO.

President, Dr. I. G. W. Steedman; Vice-President, J. F. Lee; Chemist and Inspector, Dr. Bernhard Stille; Analyst, Dr. H. Dettmer; Manager, J. Charles Cabanne: Office, Twelfth and Chestnut Streets.

In May of 1882, this company was incorporated, for the purpose of supplying city consumers with unadulterated and wholesome milk. As a guarantee of good faith in this matter, the organization, as appears in the headlines to this account, included a chemist and an analyst, besides the regular executive officers. A thorough system was adopted to insure the successful accomplishment of the project, the methods employed being best described in the following account, reprinted from a lecture delivered before the American Public Health Association:

"The company began in May, 1883, with the custom of eight hundred families, which we have increased, May 1884, to fourteen hundred. Their first step was to secure the co-operation, by contract, of at least seventy-five farmers and shippers within the radius of forty-five miles of the city. The company has two milk depots, and assumes all risk of fermentation in transit. Upon the arrival of the milk at their establishment, samples from every farm are tested, or submitted to analysis, as the case may be, by two thorough chemists, who are constantly employed for that purpose, in order to maintain an average standard and detect any adulterations.

"Samples are afterwards taken daily, by the assistant inspectors, from the delivery wagons in all parts of the city, and tested, to prevent the drivers from adulterating it, and again taken from the houses of customers and tested to see if it is being tampered with by the servants; and, in addition to this, the assistant inspectors are required to go into not less than fifteen houses every day to have a paper signed by the customer, asking if there is any cause for dissatisfaction. This is done to control the assistant inspector.

"When a complaint is made, the assistant inspector is sent to the house of the party complaining, from which a sample is taken and brought to the laboratory, and the result of the analysis is mailed to the customer. If the milk or cream is up to the standard, nothing more is done; but if not, the assistant inspector goes to the locality and watches for the driver; when the driver reaches the customer, he gets on his wagon and takes a sample of the milk or cream for the purpose of comparison with the sample or samples taken from the

house two or three hours later. If the sample taken from the house is poorer than the sample taken from the wagon, they know the servant is to blame; if both samples are poor, they compare them with the samples taken when the milk arrives from the farmer, and if poorer than such sample, they know that the driver is to blame.

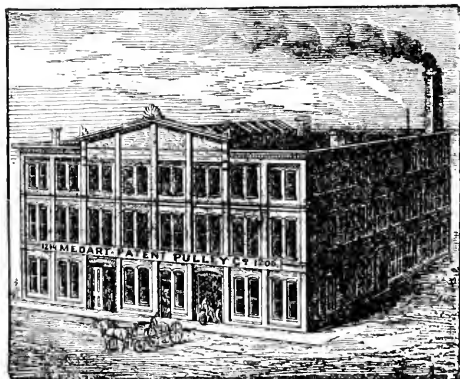
"With such a systematic and scientific surveillance as is constantly pursued by this method, the adulteration of the milk delivered is reduced to a minimum. The quantity of milk sold during the month of June, 1883, 17,425 gallons, and the quantity of cream, 2,500 gallons, as compared with 26,743 gallons of milk and 3,706 gallons of cream sold during the month of June, 1884, shows an established confidence and satisfactory increase in the business."

The St. Louis Dairy Company has thirteen delivery wagons running in the city. Customers are supplied by it with champagne milk, ice cream and cheese.

THE MEDART PATENT PULLEY CO.

Philip and Wm. Medart, Manufacturers of Wrought Iron Rim Pulleys; 1206 to 1214 North Main Street.

The Medart patent pulley has now come into such general use that to enlarge upon its many merits seems unnecessary. The Medart Brothers have been making these pulleys at 1206 to 1214 North Main street, in this city, now for two years, prior to that time having



been manufacturing at Seventh and Walnut streets. The number of their employes (65), and the many agencies established in their interest, both in this country and abroad, indicate the importance of this industry to St. Louis. The company has stores in Chicago at 24 and 26 South Canal street, and in Cincinnati at 99 West Second street. They carry from seven to eight thousand pulleys in both of these establishments. Licenses to manufacture under the company's patent have been issued for Chemnitz, Germany, and Manchester, England; also for the Eastern States and the Pacific Coast. All other territory is reserved by the concern to be supplied from the central works in St. Louis.

The Medart Brothers are the patentees of their pulleys. They make their own patterns and have every facility possible right in the works for rapid and thorough workmanship. A handsome catalogue issued by the firm is now being distributed. As showing the breadth of the company's business, it may here be mentioned that an edition of 50,000 copies is now being rapidly exhausted.

THE JACOB STRAUS SADDLERY CO.

Jacob Straus, President; Philip Constam, Vice-President; Adolph Sondheimer, Secretary and Treasurer; Wholesale Manufacturers of Saddlery, and Jobbers of Saddlery Hardware: 519 and 521 North Main Street.

This house has been engaged in business here since 1871, although the stock company was incorporated only two years ago. The Straus Saddlery company is one of the largest of its kind in the country. It has fourteen traveling men in its service, who do business for it all over the United States, and even in Canada and British Columbia. The total number of its employes is 400.

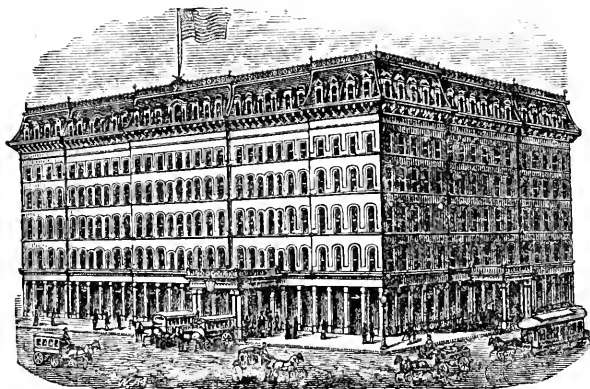
This large force is engaged in the manufacture of numerous specialties, among them Straus' patent halter, Straus' all leather flexible saddle, Straus' patent metal spring side saddle, Straus' patent combination spring bar and spring seat saddle, Straus' patent gig saddle, patent coach pad, patent rim collars, patent throat collars, and patent sweat pad. Exhibits of these wares at the Expositions here and elsewhere have invariably been given premiums.

The principals in this house are all old residents and experienced tradesmen. Mr. Straus has been here some thirty years, always in this one line, having served his apprenticeship to the trade in this city. He is a practical mechanic himself. Mr. Sondheimer has had twenty-five years residence in St. Louis. He was, until 1878, when he acquired his interest in this house, in the wholesale dry goods line. Mr. Constam, the Vice-President, has been twenty-five years in this State. Formerly he was in general merchandising at Jefferson City.

LACLEDE HOTEL.

Griswold & Sperry, Proprietors: Broadway, Sixth and Chestnut Streets.

This popular house was erected in 1873, by the late Dr. Rudolph Bircher, and by his estate sold to Nanson, Pegram & Co., the junior member of which firm, Moses Hilliard, sold the property to the present proprietors, Messrs. J. L. Griswold and W. F. Sperry, in 1881.



Mr. Griswold had been one of the original lessees and proprietors of the Lindell Hotel, and was for seven years associated in its management. Mr. Sperry's hotel experience has included a clerkship for twelve years in the Planters House, and the proprietorship of the Alvord House, in Denver, Col. The enterprising and experienced new proprietors expended upwards of \$50,000 in improving and adding to the building; and the ownership of the property so reduces expenses, that Griswold & Sperry are en-

abled to furnish accommodations at a lesser rate than if compelled annually to pay large rent. This advantage necessarily benefits patrons.

The hotel is an iron and stone building, six stories in height, and is practically fire-proof, all necessary precautions having been added, such as iron floors under elevator and abundant methods of egress. The accommodations are excellent, including 175 light and airy rooms for guests, and room for five hundred persons. There is a large, roomy office, rotunda, lobbies and corridors, as well as a spacious reading room, all with tiled floors. A large number of permanent boarders patronize the house, and it is very popular with the traveling public. During political campaigns the rotunda is a great resort for National, State and local politicians, and the hotel is then a political headquarters also.

CHARLES HUMES & CO.

Fine Builders' Hardware, Cutlery and Mechanics' Tools: No. 11 North Sixth Street.

The pre-eminence of St. Louis as a centre in the wholesale hardware trade is largely due to the standing of the firms here representing that interest, and to the excellence of the wares offered. No firm in this market enjoys greater distinction for the superiority of its builders' hardware and mechanics' tools than Charles Humes & Co., doing business at No. 11 North Sixth street for the past fourteen years, and for twenty-five years before established at the corner of Third street and Washington avenue.

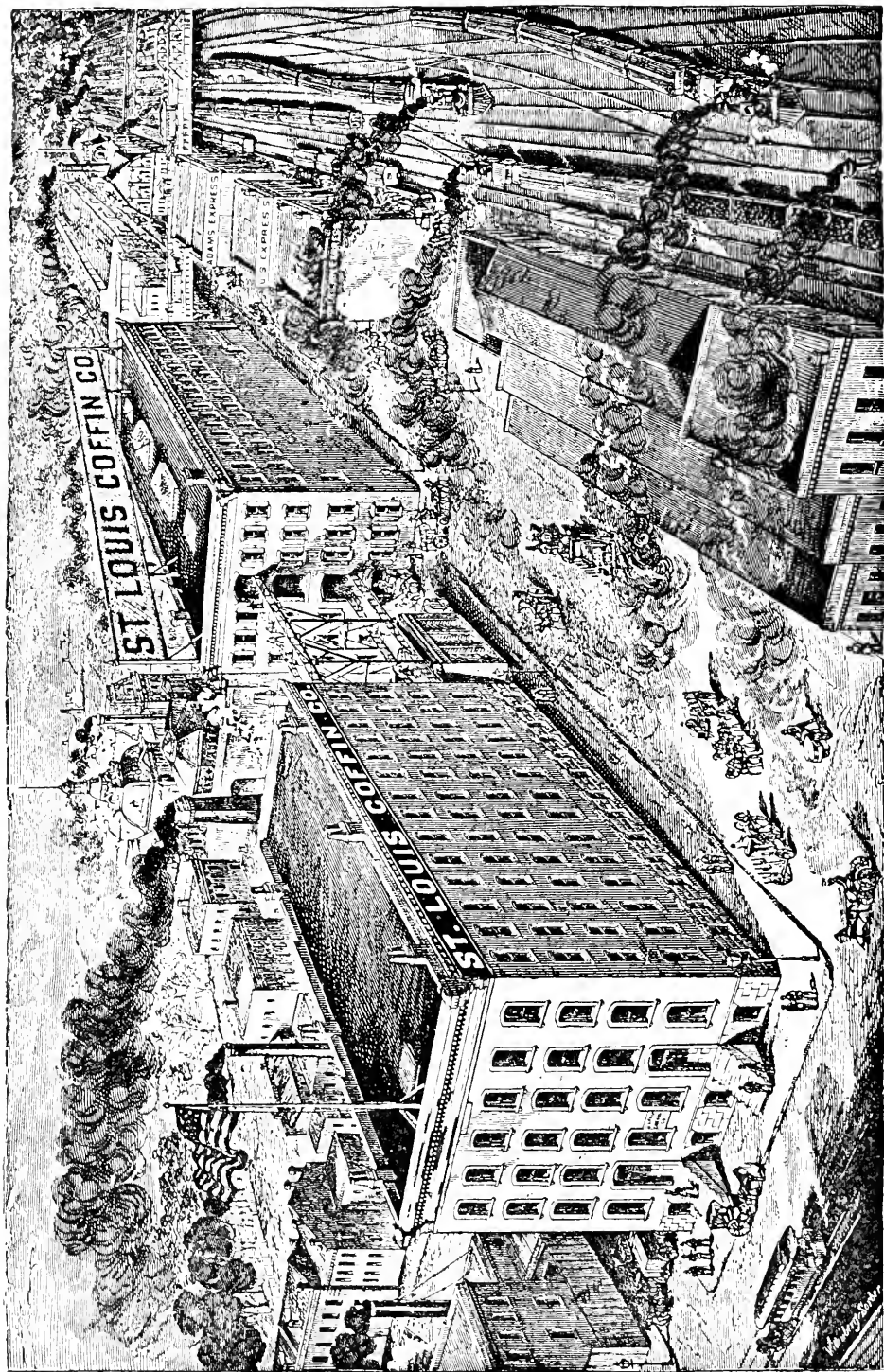
This old and prominent house was founded in 1845, by C. DuBois, who two years later was joined by Mr. Charles Humes, the head of the present house, and who succeeded to the business in 1852. He was subsequently joined by two sons, one of whom—Mr. Ralph Humes—remains, and is the junior partner of this oldest house in its line in St. Louis.

The specialty of the firm is wholesaling and retailing fine builders' hardware, to both city and country. The first floor and basement of the store is fully stocked with a very fine variety of wares of this kind. Ten salesmen and office attaches are employed in the establishment.

A. ROBBINS & CO.

Manufacturers of Varnishes; 1537 and 1539 North Eighth Street.

The principal in this house was a resident in St. Louis so long ago as 1847, but for some years he was out of the city. Returning just after the war, in 1866, he established the works of which he is now proprietor, thus being the oldest varnish manufacturer in the city. Mr. Robbins is a practical varnish maker, having been engaged in the business in Boston before he established himself here. He has been eight years in his present location, and has ample facilities therein to supply his fair share of the States West and South, which is the territory where most of his patrons are. He makes varnishes of first quality, and is prepared for any emergency of the trade, with ample capital, stock and resources.



A. C. L. HAASE & SON.

Wholesale Dealers in and Packers of European and Domestic Fish, Canned Goods, etc.: 10 South Second Street.

The senior member of this house has a personality aside from his daily avocation. He has been prominent in public affairs. As a member of the City Council, his term of office running from 1877 to 1879, and although often solicited to serve the people in similar capacities, has been compelled to decline on the score of business responsibilities. He is one of the "old-time" merchants of this vicinity. He was a wholesaler from 1852 to 1854, and was for three years after that in the saddlery trade. The year 1857 was the time he first began transactions in the line in which his resources are now embarked. Mr. Haase, Jr. has been an associate with his father since 1880. Together they are conducting the most important enterprise of the kind in this section, that designated by the headlines to this sketch.

Their house has a trade with Missouri, Illinois, Iowa, Kansas, Arkansas and Texas, aggregating annually the sum of \$150,000. They import Holland herring sardines, Dutch herbs, etc., and make specialties of the packing and sale of canned fish, sardines, caviar, eels, cervelat sausage, salami, Westphalia or imported sausage, Swiss, limburg, factory cheese, and other delicacies of that sort.

Mr. Haase, the elder, is a shining example of what industry, perseverance and intelligence can accomplish. He started upon his business career with a most insignificant capital. During recent campaigns, as has been already remarked, he is sought after to grace some of the most important municipal stations; and whatever distinction is his he has earned by his own effort.

THE ST. LOUIS COFFIN CO.

Henry M. Bryan, President; Henry Hollrah, Secretary and Treasurer: Manufacturers of Coffins, Caskets and Undertakers' Supplies: Thirteenth and Poplar Streets, One Square from the Union Depot.

J. H. Lewis & Co. founded this establishment about five years ago. Six months later the St. Louis Coffin Company was incorporated and had acquired possession of the business. There are 125 employees at work in this factory. Their wages amount to from \$800 to a \$1,000 per week. Shipments are made to California, to Cuba and South America, to England, to the Eastern States, and, in fact, to all parts of the world. To England oak coffins are shipped.

This is the second largest coffin factory in the world, a Cincinnati concern only having a greater patronage. But that establishment lacks one facility that the St. Louis company has—i. e. the specialty of shipments in "knock-down" shape. This is a great advantage in foreign shipments, for it saves heavy freight charges. The company owns the patents for this improvement, by which even air-tight coffins can be made. There is no other house in the United States manufacturing oak coffins besides this one.

The President of this company, Mr. Bryan, is a practicing attorney, and the general management thus devolves on Secretary Hollrah, who having been bred to the business, and having had charge for Lewis & Co., is thoroughly competent to direct affairs. As an indication of the business done, it may be mentioned that the factory runs from Thirteenth to Fourteenth streets, is four stories high, and has an estimated floor-surface of 88,000 square feet.

A. UNGAR & CO.

Steam Printers and Binders: 116 and 118 Chestnut Street.

B. Schoeneman of Chicago, and A. Ungar of St. Louis, four years ago succeeded to the printing business of Rudolph Liehr, at 116 and 118 Chestnut street. Liehr's had been for many years before an old and long established printing and binding house, first opened during the war. Since acquiring the business, Messrs. Ungar & Co. have added to the original concern a department for the manufacture of folding boxes, cigar cases, cigar bags, special envelopes, etc., the success of which has fully equaled their expectations. The demand for these manufactures comes principally from the West, but a patronage from Illinois, Indiana, Kentucky, Mississippi, Louisiana, Texas, and the territories help to swell the annual transactions, which now equal fully \$50,000 per year. The house occupies fine premises, three floors of which are 80x120 feet in area, employs about thirty hands, whose wages are about \$275 per week, and is notable as a progressive, accommodating and popular establishment, whose credit is of the best, whose resources are ample, and whose goods are of the best quality manufactured.

J. F. SAUNDERS & CO.

Produce; Packers of Green and Dried Fruits and Vegetables: 9 South Main Street.

The principals in this house, J. F. Saunders and John Ruloff, are lifelong produce merchants; both men of varied experience and comprehensive knowledge of the business in all its details. Mr. Saunders was one of the firm of D. W. Van Houten from 1878 until its dissolution in 1884, which is the year of his venture with Mr. Ruloff, who, it may here be remarked, had been the manager of the Valley Produce Company before that time. This house has a Southern and Northwestern trade that aggregates \$200,000 yearly. Its principal transactions are in domestic produce, such as potatoes, apples, onions, flour, cider pickles, dried fruit, beans, cheese, butter and kraut. Having long established connections with the producers of the interior and a first-class record for fair dealing, it has an expanding trade in all these commodities, and is well prepared to accommodate both consignors and purchasers.

THE EUREKA VINEGAR CO.

E. S. Plummer, President; John S. Lewis, Vice-President and Treasurer; W. B. Plummer, Secretary: Office, 110 Pine Street: Factory in the Rear.

The business now so successfully operated by this company was inaugurated in 1871. A large amount of vinegar of this company's manufacture is annually shipped to the South, Southwest and other places where its patrons are, and the high quality of this product is uniformly commended wherever it has been marketed. The company claims also that its cider is the finest in the world, and will guarantee it to be pure apple juice; this they furnish in both glass and wood. The Eureka Company's brand or trade-mark rather, is surety that no unwholesome ingredient is contained in the package that bears it. The utmost pains is taken to insure purity and genuineness; and cleanliness is one of the cardinal principles of manufacture, as may be demonstrated by a visit to the works, the situation of which is given above. Terms to purchasers at a distance made by correspondence or by the company's travelers.

RASSFELD & SOEKER.

Wholesale Dealers in Bourbon, Rye and Domestic Whiskies, and Importers of Wines and Brandies: 115 North Second Street.

Mr. A. Rassfeld and Chas. Soeker, of this house, were, with Mr. Fred. Peper, the founders of it. The first business transacted by them was in 1867. In 1869 Mr. Peper retired and the firm's name was changed to Nulsen, Rassfeld & Co. It so continued until 1876, when Nulsen, Rassfeld & Co. dissolved. Messrs. Rassfeld and Soeker, after the separation, started anew in the location they are in at present. These gentlemen are re-distillers as well as importers. Their house has had a clean record from the start. Country buyers who have once patronized it give it preference over other liquor houses because of its just, truthful and clever conduct in all transactions, great or small. No misrepresentations are ever permitted to be made by its employes for any purpose whatever. It has also a most satisfactory local trade.

C. E. UDELL & CO.

Cheese Dealers: 114 Pine Street.

This house formerly handled butter, beans and miscellaneous produce, but for the last eight years has dealt in cheese exclusively. Of course, in order to make a specialty of that sort profitable, it must be handled in large quantities, so that strong resources are necessary to carry on the operations. The annual transactions of this house—\$350,000—show that such are its methods.

Mr. C. E. Udell, the principal in the house, began his business career as a clerk for the well-known house of F. B. Chamberlain & Co. Here it was that his knowledge of the commission trade was acquired, and it is safe to say that he was trained in a good school. Afterwards he was clerk for S. R. Udell & Co., which firm he bought out in June of 1882. He then succeeded to a business that had an eight-year record to recommend it.

The trade of this house is only with the wholesalers; sales are made to none other. Mr. Udell is a typical commission dealer, persistent, speedy and thorough in all his undertakings. His business methods are well appreciated by the trade.

THE LUDLOW-SAYLOR WIRE CO.

R. C. Ludlow, President; B. F. Saylor, Vice-President; Alfred Clifford, Treasurer; Manufacturers of and Dealers in Wire and Wire Goods: 116 South Fourth Street, opposite the Southern.

This concern is reckoned amongst the largest dealers, in their line, in America. The house is an old one and the trade has been long established. The business was founded by R. C. Ludlow in 1856. The incorporation dates from 1875, and was then made to facilitate the management of the widespread affairs of the company, which has a trade that extends from the Gulf to the Lakes, and from the Ohio River to the Pacific Coast. Such is the volume of its transactions thereabouts, that this company has almost a monopoly of the trade with the Western and Southern country in such specialties as wire cloth, wire rope, fences and railings, sand, coal and ore screens, etc. Other wares in which it has a most satisfactory traffic are barbed and plain fencing wire, and the staples of the trade, such as bird cages and fancy wire goods.

This house, as has been intimated, is well and favorably known as much by its uniform and kindly treatment of patrons as by the scope of its transactions. Amply prepared for all irregularities of the trade by reason of its capital and resources, it is also able to scale its prices to suit the times, proposing to do business not for a season but permanently. Business proffers promptly attended to, either from the home office or by the company's travelers.

SEIDEL & WINKLER.

Carpenters and Joiners; Churches, Banks, Stores, etc., fitted up in all kinds of Soft and Hard Wood. Office and Sales-rooms, 517 Locust Street; Factory, S. E. Corner Linn and Soulard Streets.

This firm, which is very well-known in business and residence circles throughout the city, is composed of Ernest Louis Seidel and Fred. August Winkler, both practical workmen, who have been associated together in this line for twenty-two years, in St. Louis. Their specialty is the manufacture of store fixtures, but they also fit up churches, banks, saloons, etc., in all kinds of thoroughly seasoned soft and hard wood, to order, their practice being to furnish designs, and on approval to execute the work. Thus they keep no ready-made stock on hand.

The office, designing and sales-rooms are located, as for many years past, at 517 Locust street, and occupy the second and third floors, 22x120 feet, and their factory, corner of Linn and Soulard streets, is an extensive building covering three stories 50x125 feet. The average number of workmen employed is twenty, but in the busier seasons as many as thirty-five are engaged. As the nature of the excellent work done by the firm requires choice and thoroughly seasoned material, they constantly carry a stock of \$4,000 or \$5,000 worth of lumber, as they would not be able to get choice stock from dealers on short notice. Their trade is mostly in the city, and very extensive, for their work is always approved, as artistic in design, well fitted and durable.

THE FRANZ KREIN MANUFACTURING CO.

Franz Krein, President and Treasurer; M. Littman, Vice-President; Manufacturers of Wood Hames, Trace, Coil, Ox, Log and Wagon Chains, etc.: 901 to 911 Howard Street.

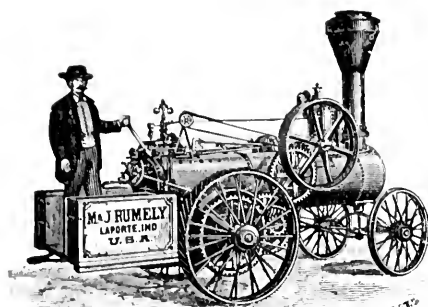
The largest establishment of the sort indicated by these headlines, West of Pittsburg, is that which is herein described. It was founded in 1861 by Franz Krein, now President of the stock company. He began in a small way with but one assistant, and by persistency and application had built up an unusually good patronage when Mr. Littman joined him in 1878, and the incorporation was effected. The beginning was made by Mr. Krein at Eighth and Howard streets. In 1876 removal was made to more convenient quarters at the present site. The works of this company employ 275 men, and cover one entire block. The pay-roll of the men counts up to about \$3,000 a week, so that it may be seen that the assertion with which this account opens, that it is the largest establishment of its kind in the West, is not at all exaggerated.

The specialties of the Franz Krein Company are wooden hames and chains, but saddlery hardware of all sorts is also manufactured, such for instance as trace, coil, ox, log and wagon chains, saddle trees, wagon single trees, rings, clips, plowdouble and single trees, open links, etc.

Mr. Littman is a resident of St. Louis since 1869. As has been already stated, he has been interested with this company since 1878. Mr. Krein, it may also be pertinent to remark, is a director of the St. Louis Mutual Fire Insurance Company.

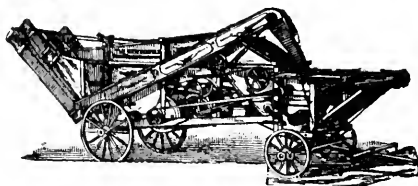
F. M. FOY.

General Agent for M. & J. Rumely of La Porte, Ind.; Manufacturers of the Rumely Portable and Traction Engines, Separators, Horse-Powers, Ice Elevators, Friction Clutches, Boilers, etc.; Corner of Tenth and Spruce Streets.



At the beginning of this year, the Rumely Company of La Porte, Ind., in order to expedite its rapidly expanding trade with the country West of the Mississippi, established an agency here under the management of Mr. F. M. Foy. That gentleman has already displayed speedy business characteristics, and has opened up the territory designed to be reached with spirit and judgment. His task has been the lighter because of the fact that the Rumely manufactures had acquired a good reputation in these parts, and were salable in this market because of their superiority. For instance: Rumely portable and traction engines were awarded first prizes at the Sedalia Fair of 1881, 1882-'83; at Higginsville, Mo., 1883; and at Kansas City in 1883. Thus it will be seen that the Rumely Steam Thresher has been the favorite in this section of country, as well as where it is manufactured, for a long time back.

M. & J. Rumely began to manufacture first in the year 1852. Their venture on the start was a modest one. During the first year they made and sold but four machines. Now the works cover an entire square of ground at La Porte, and they employ several hundred men. Agencies are maintained at Milwaukee, at Lexington, Ky., and in St. Louis, the effort being to keep pace with a demand reaching from Wisconsin to Texas, and notable even in Dakota. Parties having dealings with Mr. Foy will find him a most agreeable and clever manager of the affairs entrusted to him.



GEO. BLACKMAN & CO.

Dealers in Leather and Manufacturers' Goods: 306 North Main Street.

Undoubtedly the oldest house of the sort in St. Louis is that which is now located at 306 North Main street. Founded in 1834, by J. F. Comstock, as a small shoe and leather house, the records of the establishment show that in 1857 Mr. Comstock was in partnership with James Blackman; that in 1867 the business was divided, and the leather house was thereafter conducted by "Jas. Blackman & Co." (Mr. Comstock being the Co.), whilst the shoe house was conducted independently by Mr. Comstock. In 1876 Mr. Geo. Blackman bought out the leather house, and has since conducted it under the designation at the head of this sketch.

As has been already said, this is not only an old house, with all the characteristics of age—strength, vigor and resources—but it is also one that has few rivals that outstrip it in speed and progressiveness. In the general line of shoe and harness leather it has a yearly trade that probably amounts to \$200,000. Its customers are located in at least twelve States, principally those of the West and Southwest. Patrons therein hold it in high regard.

GEO. K. HOPKINS & CO.

Wholesale Druggists: 203 and 211 North Second Street.

The name of Hopkins was associated with the drug trade in this section even before that vast interest was so largely developed in St. Louis. In earlier years, when Alton, Ill., up the river, was a trade centre and the seat of large manufacturing interests, many of which have since been transferred to St. Louis, the wholesale drug house of Quigley, Hopkins & Lea was known far and near. With that old established house the Messrs. Hopkins, of the St. Louis firm of Geo. K. Hopkins & Co., were for several years connected.

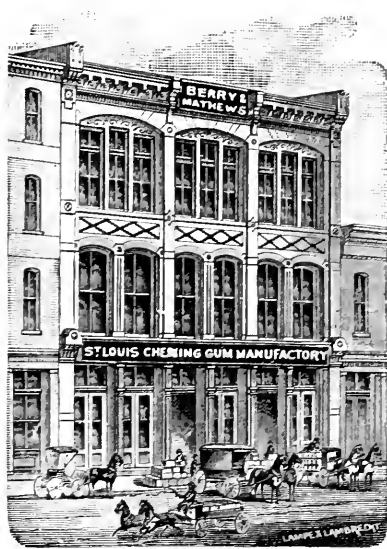
In the spring of 1879, Messrs. Geo. K. Hopkins, Wm. H. Weller and F. P. Hopkins established themselves here at 209 and 211 North Second street. Mr. Weller had lived in

St. Louis since 1865, and his experience, too, in the drug line, had been a very ripe one, he having been in the employment of Wm. Doeuch & Co. and of A. A. Mellier, both well-known wholesale druggists. In their enlarged sphere of usefulness, the practical knowledge and business energy of the new firm rapidly developed a large and constantly increasing business, so that commercial travelers operating in Illinois, Missouri, Arkansas, Texas, Tennessee, Kentucky and Mississippi are kept constantly on the move among their numerous customers in those sections, and the house is in like manner busily employed at all times in filling the orders thus and otherwise received.

The premises of the establishment on North Second street, the wholesale trade centre, are quite extensive, covering four floors and cellar. The first is devoted to the salesrooms, office and shipping department, the second to the general order department, the third, fourth and cellar to goods in original packages. Confining itself strictly to jobbing drugs and druggists' notions, the house enjoys the confidence of the trade in the fullest sense; and systematic and energetic management of the business has largely contributed to the past and present prosperity of the firm, as well as ensuring its success in the future.

BERRY & MATHEWS.

Proprietors of the St. Louis Chewing Gum Manufactory, and Manufacturers of all kinds of Prize Goods: 202 Market Street.



St. Louis claims the distinction of having the largest manufactory of chewing gum in the United States, that of Berry & Mathews, who have been the proprietors of the St. Louis Chewing Gum Manufactory since the beginning of 1883. This company imports the raw gum from South America and other foreign parts. The only genuine Taffy Tolu made in America is that marketed by it. The only pure and unadulterated gum in this market is that which it handles. There is no other concern west of the Mississippi that competes with this one.

Berry & Mathews hail originally from Nashville, Tenn., where the former was once in the wholesale lumber line and the latter was in the same business as at present. Mr. Mathews has been in this trade all his life. The house supplies the wholesale dealers and jobbers only. These in turn supply the retailers. Berry & Mathews' products are thus to be found in all the confectionery stores of the country, North, East, South and West.

This factory employs about 80 hands, of whom perhaps 50 are girls. The annual sales of gum, prize candy and other confectionery probably amount to \$750,000. At least 2,500 boxes of candy and gum are shipped daily, representing from \$600 to \$1,000 of value for these products alone. The business methods of this house are unexceptionable.

BATTLE & CO. CHEMISTS' CORPORATION.

S. S. Blackwell, President; C. A. Battle, Vice-President; J. M. Battle, Secretary and Treasurer: 402 North Main Street.

Among the corporations and firms engaged in the manufacture of preparations according to approved formulas, and for physicians' practice, none is held in higher professional and popular esteem than the Battle & Co. Chemists' Corporation, at 402 North Main street.

Established in 1874, under the firm name of Battle & Co., by the same chemists and practical business men as now compose the executive officers of the corporation, which latter was formed in 1883, the house has steadily grown in the extent of its manufactures, and in enlargement of its basis of operations. To meet the demand for their goods in Europe, on April 1st, 1885, the corporation established a branch office and laboratory in London, Eng. Their office is situated at 38 Southampton Row, Holborn, W. C. As manufacturer of pharmaceutical preparations for physicians, this house may be considered one of the pioneers, and is recognized as a leading one in its special line, and deservedly prosperous.

MERRICK, WALSH & PHELPS.

Importing Jewelers and Silversmiths: Fine Diamond, French Clocks, etc.: 513 North Fourth Street, corner Washington Avenue.



This house has been about six years in business here. The present quarters of the firm have been occupied by it since the great fire of 1884, when Burrell, Comstock & Co., Merrick, Walsh & Phelps, and other houses, were burnt out. The establishment at 513 North Fourth street is said to be fitted up in handsomer shape than any jewelry store in the city. The specialties of the house are fine diamonds and jewelry; also fine Swiss watches, made by Patek, Philippe & Co., of Geneva.

Less pretentious than other firms in their line, the house of Merrick, Walsh & Phelps has the advantage of being everywhere recognized as in the largest sense reliable, in respect to its representation of goods offered for sale and the reasonable character of its charges. In this class of goods, entire reliability as to representations made is a factor most largely contributing to the success of any firm, and the guaranty of this firm may always be confidently relied upon by purchasers. The wares of the house are of the highest order of beauty, genuineness and durability.

The trade is mostly local, but a good country trade is being built up by the firm.

THOS. RHODUS' SONS.

Commission Merchants; Consignments of Grain, Tobacco, Wool, Hides, Furs and Country Produce generally solicited: 314 North Commercial Street.

Thos. Rhodus commenced business in the commission line on North Second Street, near Chestnut, so long ago as 1860, and was for twenty years located in that one spot (at No. 27), a fact which shows the stability of this house. Removal was only made to accommodate the expanding operations of the establishment. The States of Missouri, Kansas, Texas, Arkansas, Iowa and Illinois contribute to its patronage and trade, equalling \$1,000,000 per annum. Quick sales, prompt returns and honorable business methods are the causes of this remarkable prosperity. The capital and ample resources of this establishment give assurance that this prosperity can and will be continued.

Mr. Rhodus has been twenty-five years all told in business for himself. Twenty years of this time, as has been said, have been devoted to commission transactions; the other five years to leaf tobacco exclusively. He has handled tobacco during the whole twenty-five years, however, and has an expert knowledge of all matters appertaining thereto. He is a gentleman of clever and obliging disposition, and has business abilities of a high order.

THE FRANKLIN BANK.

Henry Meier, President; G. W. Garrels, Cashier: Fourth Street, Corner of Morgan.

In 1873 there were no less than sixty-two banks doing business in St. Louis. The principle of the survival of the fittest, or rather the soundest, seems to be happily illustrated in the fact that of all that remarkable number but twenty-four now survive. The conservative tendencies of these later days, especially in matters of fiduciary responsibility, are almost as well indicated by the further fact that no bank has been opened here since 1872.

The Franklin Bank, formerly the Franklin Avenue German Savings Institution, is one of those that by reason of most excellent management has outlasted all the seasons, good and bad, since the time of great financial inflation just instanced. The Franklin Bank is organized under the general banking laws of 1865. In 1880 the building of the North St. Louis Savings Association was bought by it, and removal was then made from the old quarters at Sixth and Franklin Avenue to the present location—handier to the business center of the city—corner of Fourth and Morgan streets. The Franklin thus became a commercial bank with correspondents as follows:

New York, the American Exchange National Bank; New Orleans, the Louisiana National Bank; Boston, the National Revere bank; London, Eng., the Alliance Bank; Leipzig, Ger., Knauth, Nache & Kuhnre. The capital stock of this bank has been increased by its own earnings, from \$600,000 to \$200,000. On March 31st last, the official statement of the Franklin's officers showed that its surplus fund then was \$133,765.29; that it had deposits of \$1,356,591.75, and that its resources all told, including undoubtedly good loans and

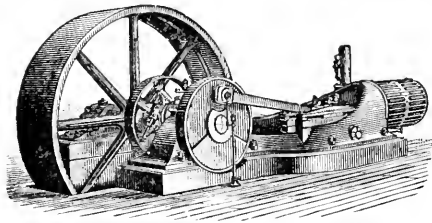
discounts, U. S. and other bonds, cash and exchange, and the property in which it does business, were of a total value of \$1,690,650.82.

The Directors of this institution, all gentlemen whose standing make for it an additional security, are: Jas. H. Forbes, Fr. H. Krenning, H. S. Platt, F. W. Reipschlaeger, J. G. Kaiser, Henry Meier, Geo. O. Wippen, Ad. Moll, and J. B. Woestman. The administrative officers have been already mentioned in the headlines to this sketch. The fidelity of these gentlemen in the past is a sufficient guarantee for the future.

THE ROCHESTER MACHINERY MANUFACTURING CO.

G. S. Wormer & Sons; Engines, Boilers and Mining Machinery: 55 to 59 Woodbridge Street, Detroit: 31 and 36 West Monroe Street, Chicago; 507 North Second Street, St. Louis.

Although during the year past this house has felt the same depression that has affected other houses, its trade on the whole has been most satisfactory. The Rochester Manufacturing Company has houses at the points mentioned above. The field for the St. Louis branch



being practically unlimited, and its management during the five years that it has been established here having been unexceptionable, it is not to be wondered at that it has been doing a fairer business than any of the other concerns operated by the Messrs. Wormer. Four of the family are connected with the house, G. S., C. C., F. T., and T. K., the latter as manager and resident partner of the St. Louis department. The main concern has been in operation now for thirty eight years. The various branches cover the trade of all the States, and from St. Louis shipments also are made into Mexico. The house here does an almost exclusively cash trade. Its business yearly approaches closely to \$300,000.

THE FAY GAS FIXTURE CO.

Ephron Catlin, President; L. Wetteroth, Secretary and Treasurer; Plumbing, Gas Fitting, Regilding, Rebronzing: 520 Washington Avenue.

This is the establishment that fits out the elegant boats of the Anchor line, the new "City of Natchez" being the latest done by it. The house deals in fixtures and gas fitters' supplies, both wholesale and retail. When the company was organized in 1879, the business of Jas. D. Fay & Co., then twelve years or more in operation, was bought out by it. The course of events since has shown this to have been a good investment.

The capital stock of the company is \$30,000. About thirty-five employes on an average are engaged. The trade is largely local, but is good also with the West and South. The house has been long enough in business to have a most enviable record.

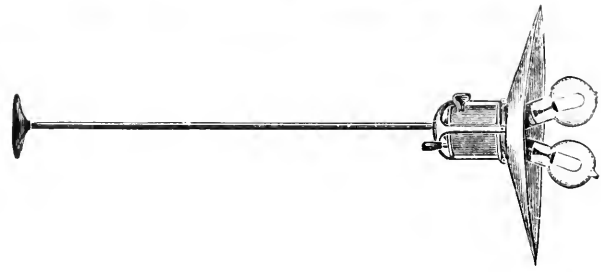
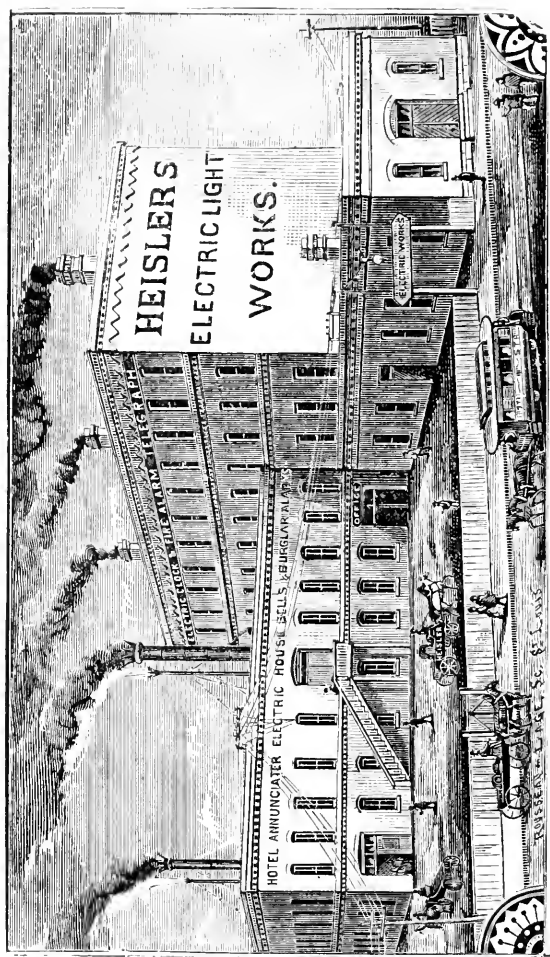
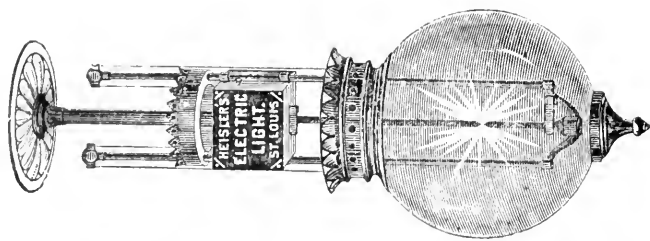
F. W. ROSENTHAL & CO.

Importers and Jobbers of Wall Paper, Carpets and Curtain Goods: Nos. 410 & 412 North Fourth Street.

A distinguished European savant who recently visited America and spent a short time in St. Louis, during which he was entertained by several of our leading citizens, remarked upon the culture and artistic taste he encountered here, and especially admired the household decorations and belongings he viewed.

To no house is this improvement in artistic taste so largely due as to the popular establishment of F. W. Rosenthal & Co., at 410 and 412 North Fourth street, importers and jobbers of wall paper, carpets and curtain goods, whose trade extends through the West and South, and East as far as Indiana. The firm was established in 1854, and is composed of F. W. and C. W. Rosenthal. Their extensive premises occupy 40x100 feet, four stories high, and they are the largest dealers in wall paper west of New York, as well as leaders in fashions in these decorative wares.

The principal trade is wholesaling in wall paper and carpets, but the firm has also a very large retail trade in carpets and window shades. The senior of the firm was for a number of years a director of the German Savings Bank, and has always been foremost in St. Louis business enterprises. C. W. Rosenthal was born and raised here, and has always been identified with business in this section. The firm is a prosperous and popular one, and continuously employs about fifty assistants in the conduct of the business.



THE HEISLER ELECTRIC LIGHT CO.—(See opposite page.)

THE HEISLER ELECTRIC LIGHT CO.

Chas. Heisler, President; Manufacturers and Patentees of Arc and Incandescent Dynamo Machines and Lamps; also American Carbon Co., Manufacturers of Superior Carbons for Electric Lights; also Heisler Electric Bell and Burglar Alarm Co.; and the St. Louis Illuminating Company, furnishing Electric Light from Central Stations; St. Louis Offices and Works, 809 to 817 South Seventh Street; Chicago Office, 191 Washington Street; New York Office, 44 Vesey Street.

These enterprises are grouped together, for they are all the product of the inventive genius and mechanical ingenuity of a single mind. They are also under the direction of the same mechanical engineer and electrician, who came to St. Louis in 1870, with the thoroughness of a German education, and has done more to devise and render electric lighting practical and popular in the West than any man living. We refer to Charles Heisler, the founder of the only Electric Light Manufacturing Company in St. Louis, and which, most properly, bears his name.

As we remember Mr. Heisler and his St. Louis career, he first commenced making hotel annunciators, burglar alarms, house bells, etc., in which he succeeded—as he seems to do in everything he undertakes—and subsequently formed a corporation, of which he is President, called the "Heisler Electric Bell and Burglar Alarm Co." This corporation does a large manufacturing business, and its devices are found in many of the leading hotels in the country. There are 10,000 of them in actual use, and they are built with such mechanical perfection that they never need readjustment or attention after putting up. Indeed the company has successfully demonstrated the fact that with perfected apparatus, of the Heisler make, electric bells and other electrical goods are far superior to and more reliable than the mechanical appliances heretofore used. St. Louis, through the successful operation of the instruments put in by this company, heads the list of cities in the world, having completely abolished the use of pull bells for dwellings.

But the aim of Mr. Heisler's life had been the developing and perfecting of an electric system he had studied out and devised. It was not long until his indomitable will mastered all obstacles, and soon the Heisler Electric Light began to adorn public buildings in St. Louis and other Western cities, and met with popular admiration and acceptance. The business increased, and in April, 1882, the Heisler Electric Light Co. was incorporated, with the inventor and patentee as President, and proceeded to extensively manufacture. This corporation, with a paid up capital of \$200,000, has been most successful in the development and application of electric light for practical illumination. The company manufactures complete systems of arc and incandescent lighting, believing that there is a separate field for each—the arc being used for illuminating large spaces, especially for streets where a general illumination and great amount of light is required, and the incandescent being better adapted for in-door detail illumination, although it may also be used for street lighting.

Subsequently to the organization of the Electric Light Company another branch of the business was inaugurated, the American Carbon Co., of which Mr. Heisler is Managing Director, and in which enterprise he is associated with G. W. Allen, President, and John E. Mulford, Secretary and Treasurer. This is the only successful company of the kind in St. Louis, and almost three-fourths of its product goes to New York. The product is adapted to the various systems of electric lighting; and in the East, where so largely sold, the carbons are regarded as so superior that they command a very much higher price than is generally obtained for such wares.

A few months ago still another corporation was formed, with ample resources, under the name of the St. Louis Illuminating Company, and the presidency of W. R. Allen, for the purpose of furnishing electric light from central stations. This new system, developed by Mr. Heisler, the electrician of the company, can be transmitted over great distances on a moderately sized wire from a central station. In calling the attention of companies and parties contemplating the purchase of Lighting Plants to the entirely new principle, the company sets forth its manifold advantages, and shows this to be the only practical method for distance incandescent lighting, on wires only costing from \$50 to \$100 per mile on a single circuit, with lamps of thirty candle power, or sixty candle power on the same circuit. Other advantages are set forth in a pamphlet, mailed free on application. From a plant in operation at the works, thus employed as a central station, Tony Faust's restaurant, over half a mile distant, is supplied with light, and, as Mr. Faust says, "producing a very brilliant light: a wonderful improvement over anything in the same line ever before seen." Many of the largest manufacturing industries of St. Louis, as well as the leading hotels, theatres, railways, river steamers, in St. Louis and other of the chief cities of the West and South, certify to the superiority of the systems and wares of these corporations. The St. Louis offices and works employ forty hands. They are at 809 to 817 South Seventh street. A comprehensive view of them is given on the opposite page.

MEYBERG & ROTHSCHILD BROS.

Manufacturers of Hats, Caps and Straw Goods, and Dealers in Furs, Gloves and Umbrellas: Nos. 401 and 403 North Broadway.



This well-known and popular house, founded in 1856, is to-day recognized as one of the leaders in the Hat, Cap and Glove trade of America. During the past thirty years they have gradually increased their trade, until now their business extends throughout twenty States and Territories. No house in this line of business carries a more complete stock, and none more fully commands the confidence of all with whom it has dealings, the careful attention of the firm to the requirements of the trade having produced most satisfactory results. The present location, 401 and 403 North Broadway, as shown in the accompanying illustration, is most admirably adapted to their extensive business, comprising five floors and basement, covering a surface area equal to more than half an acre. They are ably represented before the trade of the West and South by a corps of active and reliable salesmen, through whose energy the firm are constantly increasing their already vast business. Messrs. J. Meyberg, A. Rothschild and Julius Rothschild compose the firm: all energetic and experienced business men.

THE MISSOURI TINWARE CO.

Pieced, Stamped and Japanned Ware; 219 North Second Street.

This establishment, doing an extensive business at 219 North Second Street, occupies a very important relation to the manufacturing industries of St. Louis. They handle everything in the line of manufactured tinware, and their goods are all so perfect in make and finish that every article leaving the house is guaranteed. Utilizing the latest patent machin-

ery and apparatus, the establishment turns out wares neat, clean, showy and durable. So extensive are the facilities that the house can fill all orders for all kinds of tinware promptly.

The territory covered by the house in its sales is co-extensive with the trade limits tributary to St. Louis, and sometimes extends beyond them. The house regularly issues a monthly price current, and distributes over 40,000 copies of each issue. This publication is of great value to the trade, and, besides reviewing the state of the market at date of issues, gives the ruling quotations and values in tinware. An illustrated catalogue is also issued to patrons and dealers on application. The management of the house is an energetic and enterprising one, and its prosperity is well merited.

KINGMAN & CO.

Wholesale Farm Machinery: 200 and 202 South Eighth Street.



Kingman & Co. is a corporation organized under the Illinois statutes, with headquarters in Peoria in that State. A branch has been established in St. Louis for about two years, with H. G. Ellis as Manager.

Kingman & Co.'s is one of the most noted of the distributing agencies for the West and South maintained by manufacturers of farming machinery. They are agents for and stockholders in the celebrated Moline Plow Company (Mr. Kingman being Vice-President of that corporation), are general agents for Russell & Co. of Massillon, Ohio; for the Stoddard Manufacturing Company of Dayton, Ohio; J. F. Seiberling & Co., Akron, Ohio; Fish & Olds, Wagons, Fort Wayne, Ind.; Marseilles Manufacturing Co., Marseilles, Ill.; Vandivier Corn Planter Co., Quincy, Ill.; Odell Check Rower Co., Odell, Ill.; Eureka Mower Co., Utica, New York; O'Brien Spring Wagons, of Tiffin, Ohio, and numerous other agencies. The St. Louis branch has all these agencies for the Southwest, and as this is the distributing centre for an agricultural district unrivaled in territorial extent and in fertility, the St. Louis houses do a very extensive business in farm machinery. Indeed, so large a trade has of late years been developed in this line, that in many cases the branch houses here have fairly outstripped the transactions of the parent establishment. The farm machinery dealt in by Kingman & Co. is everywhere recognized as of very superior make and adaptability.

Mr. Kingman was Treasurer of the Illinois Canal Board under Gov. Cullom's administration, and is now President of the Central National Bank of Peoria.

MAWDSLEY & MEPHAM.

Dealers in Chandeliers and Gas Fixtures, Plumbers and Steam Pipe Fitters: 113 and 115 North Sixth Street.

This is one of the older firms in St. Louis, and has always been a leading house in its line. It was established about forty years ago by M. Ashdown, who died in 1849. His widow continued the business for a time and was succeeded by her son, the firm becoming Wm. Ashdown & Co., and both members of the present house were early connected with the enterprise. Wm. Ashdown, however, went to Peoria, Ill., to erect gas works and also engaged in manufacturing boilers there, so the St. Louis establishment continued to be carried on by the resident partners, who in 1853 assumed the present style of firm—Mawdsley & Mephram.

The house does a very large city business, and steam-fitting to a considerable extent in other localities. Under M. Ashdown's direction the first gas works in St. Louis were erected; indeed, he came to this city from Philadelphia especially to put up the works for the St. Louis Gas Light Company. The magnificent street illumination last fall that attracted the attention of the world to St. Louis, was the work of Mawdsley & Mephram, who put up

the several miles of piping and lights, employing 150 skilled workmen for three weeks in the accomplishment of that grand triumph. The firm also did the gas-fitting for the Exposition, and have been connected with every public enterprise in the illuminating line in this city. Pope's Theatre, the Gay building, the new church on Delmar avenue, and the hotel at Sweet Springs also furnish evidences of the skill of this house in gas and steam-fitting.

The premises of the firm at 113 and 115 on North Sixth street are 30x170 feet, and they occupy the basement and first floor in the usual conduct of the business, but in occasional emergencies, as last year, have been obliged to temporarily lease large storing room in other quarters. Mr. Mephram has two sons engaged in the business, and the firm usually employs thirty men. The partners—E. Mawdsley and H. Mephram—are practical and experienced men themselves, and their energy and enterprise have won for them deserved success in business.

MOUND CITY MUTUAL FIRE INSURANCE COMPANY OF ST. LOUIS.

Ellis N. Leeds, President; Chas. H. Alexander, Secretary; Wm. Booth, Vice-President; Southwest Corner of Sixth and Olive Streets.

This company was organized in 1855, and confines its business to the city and county of St. Louis. Besides the above-named officers, it has for directors several leading business men of the city, among whom are Daniel R. Garrison, Mathias Dougherty, Francis L. Haydel, John Maguire, Chas. Hofman, Augustus Pullis and Joseph T. Donovan. Wm. H. Roberts, an expert underwriter, is the general agent, and policies are issued from thirty days to six years.

The company last year wrote risks to the amount of \$1,500,000. Its excellent financial condition is attested by the report of the State Insurance Commissioner, from which it appears that on January 1st, 1885, the company had available assets, \$202,909.25; liabilities, \$138,053.24; surplus, \$64,856.01. It is economically managed, and safely.

F. B. CHAMBERLAIN & CO.

Commission Merchants for the Sale of Flour, Cheese, Butter, Grass Seeds, etc., and Wholesale Dealers in Gunpowder and Safety Fuse: 105 and 107 North Second Street.

Mr. F. B. Chamberlain is one of the pioneer merchants of this vicinity. He first began to operate in the commission line so far back as 1848, and was for many years located next door to his present situation. Those whose acquaintance runs back to 1854, will recollect his establishment at Pine and Second streets. He has been at 105 and 107 North Second street since 1882. Mr. W. F. Chamberlain, the junior member of the firm, is F. B.'s son. He has had several years experience as a principal of the house, and is an efficient manager.

The trade of this house is largely local, but it has dealings in its specialty, gunpowder and safety fuse, with nearly all the Western country. The age of the house indicates its stability. Its representations are to be relied on. Commission services performed by it are bound to be satisfactory.

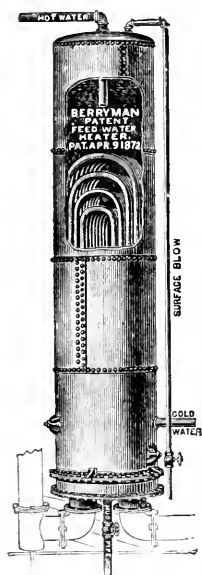
J. H. KRACKE & CO.

Commission Merchants: 201 and 202 North Levee.

The experience and business qualifications displayed by Mr. J. H. Kracke since his establishment here in the commission line were gained by service with his father, who was a prominent merchant of Charleston, S. C. Mr. Kracke (Jr.) began to operate here first in 1880. In the beginning he had for a partner L. J. Silva, but since January, '84 he has been the sole proprietor of the house at 201 and 202 North Levee. Mr. Kracke makes a specialty of the hay and grain lines. He confines his efforts to the filling of Southern orders, finding in that direction sufficient scope and a fair field. From his long residence in that section of the Union he is thoroughly and intimately acquainted with the demands and wants of dealers there, and can always satisfy purchasers. At present he employs about 15 men, whose compensation is all of \$1,500 per month. His business is very large, and is rapidly expanding. Altogether, upon a review of his progress during the four years he has been engaged in trade here, he has every reason to be gratified with what he has accomplished, and with the prospect that appears therefrom.

I. B. DAVIS & SON, OF HARTFORD, CONN.

Manufacturers of Berryman's Patent Feed-Water Heater and Pumping Machinery; R. M. de Arozarena, Manager, M. E.: 311 North Second Street.



I. B. Davis & Son are manufacturers, of Hartford, Conn., who have branch houses, besides that here, at Chicago, New York, Philadelphia and Boston. The St. Louis house was established only recently, Mr. R. M. de Arozarena, a mechanical engineer, taking charge of it in May last.

I. B. Davis & Son manufacture the celebrated Berryman Feed-Water Heater and power and steam pumping machinery. There are 7,000 of the Berryman Patent Feed-Water Heaters in use; and that they are undoubtedly the best apparatus of the sort in use, repeated experiments have conclusively demonstrated. They have never been known to require repairs, and heat the feed water to 210° and 211° Fahr., purifying the same so as to free it of all impurities. The tubes being of brass, they do not coat over with scales, and thus maintain this high degree of temperature.

Under the experienced direction of the resident manager, the trade in these heaters, the merits of which are rather understated than exaggerated, will doubtless very largely extend through the Southwest and South. The advantages of St. Louis as a distributing centre being sagaciously considered and availed of by the firm, no other result can be expected than the upbuilding of a large trade from this point. Of late years many leading Eastern manufacturers have found it an advantage to open Western branch houses, dealing direct with patrons, and doubtless the experience of Messrs. I. B. Davis & Son, whose wares are already so well and favorably known in our Western and Southern industrial circles, will prove no exception. Mr. de Arozarena will be pleased to personally explain their merits and treat with intending purchasers in all parts of the Western and Southern

country. Circulars and catalogues promptly sent on application.

A. J. JORDAN.

Importer and Wholesale Dealer in Cutlery: 612 Washington Avenue, and 613 St. Charles Street.

The only house in this part of the country that confines itself strictly to the cutlery trade, is that which is herein described. The establishment dates from the year 1871. It has a widespread patronage, credits upon its books showing dealings with the whole Western country, so far away indeed as with the Pacific Coast. The specialties of its trade are the general line of fine goods in table and pocket cutlery.

Mr. Jordan carries a complete line of domestic and foreign wares, from the finest, which are retailed at \$10 for a single piece, to those which are jobbed at forty cents a dozen. He has undoubtedly the largest, most varied and fullest stock in the city. Having dropped all other lines and given especial attention to cutlery, he has acquired connections with manufacturers in Europe, whom he visits regularly, that enable him to market his goods at prices absolutely beyond local rivalry, because he buys from first hands.

CHARLES BOERCKER.

Moslers's Patent Cincinnati Safes: 10 North Third Street.

From a small beginning in 1861, by steady and persevering effort, but at the same time with encouraging progress, Mr. Charles Boercker has accomplished what many others in the mean time failed in, viz.: the establishment of a reputable and paying business; for it must be remarked that the proportion of those tradesmen who remain in business for a quarter of a century always in the same line is small indeed. Such, however, has been Mr. Boercker's fortune, a result, it must be admitted, which is due to perseverance and good management. Safes of Boercker's manufacture are to be found all over this section, their superiority having been demonstrated long ago. But besides his own make, he sells those of the Mosler Safe and Lock Company, whose solid bolts and corners, and inside bolts and locks, assure an additional security. Second-hand safes can always be got at No. 10 North Third street. The changing and repairing of combination locks is also a specialty of Mr. Boercker's concern.

SCHAFER, SWARTS & CO.

Wholesale Boots and Shoes, Exclusively for Cash: Boston, 3 High Street; St. Louis, 400 and 408 North Fifth Street; Factory, 520 North Fourth Street.

Although business has been done here but two years by this house, it already takes a position in the market with the foremost houses of its line. Up to May 21st of this year, this house had received from Boston 7,973 cases of boots and shoes. These figures are from the *Shoe and Leather Reporter*, of New York, and do not include purchases made by this house from Massachusetts manufacturers outside of Boston. Additional storeroom has but recently been added to the premises occupied by this house, the better to satisfy its expanding trade, which comes to it mostly from the West and Southwest.

The employes of this house number 37, of whom 10 are travelers. The house deals in the general line of goods; jobbing some and manufacturing the rest that it sells. With a business reaching now the sum of \$1,000,000 annually, it may safely be said that, outside of one other house, it is entitled to rank at the head of the list, not only because of the volume of its business, but because of its speedy and spirited conduct.

The principals in this house are John H. Schafer, Morris Friedman, Chas. L. Swarts, J. J. Wertheimer and Geo. W. Milius.

P. C. MURPHY.

Manufacturer of and Wholesale Dealer in Trunks and Traveling Goods: 504 and 506 North Third Street.

A factory like this, employing 100 men and turning out goods to the value of \$200,000 yearly, certainly has claims to recognition in a work like this, which professes to record the industries of St. Louis in the year 1885. This concern was founded, by the gentleman who still manages its affairs, in 1860. The business has had a steady, natural and healthful growth since, and has shared in the general prosperity of this community. Its expansion is a first-rate illustration of what good management can accomplish. Mr. Murphy began in a moderate way, and by thrift and industry is now master of a fine business, and the possessor of a pretty fair competence.

For about two years before his present factory was built, Mr. Murphy was in business elsewhere, but for the last twenty-two years he has occupied that one situation. He erected for his own use the building at 504 and 506 North Third street, in March, 1881, since which time he has been occupying it for offices and salesrooms. A year later, he also built, out of the profits of his establishment, the fine building at the corner of Third and Vine streets, now occupied by the St. Louis Type Foundry and by Bradstreet's Commercial Agency; so that it may be seen that he knows how to handle the fruits of his prosperity.

Murphy's trunk factory is run under the supervision of Mr. Fassett. He attends to all the manufacturing details, leaving his principal free to supervise the details of a trade that covers about all the territory west of the Mississippi, and particularly in the Southwest. The special manufactures of this concern are sample trunks and satchels, but the whole range of travelers' outfits are made to order and for the markets just mentioned.

GRANBY MINING AND SMELTING CO.

Ledgar T. Welles, President; Solon Humphrey, of New York, Vice-President; A. G. Trevor, Secretary; Miners and Smelters of Lead and Zinc; Mines at Joplin, Granby, and Oronogo, Mo., and Furnace at Pittsburg, Kansas; Office, 417 Olive Street.

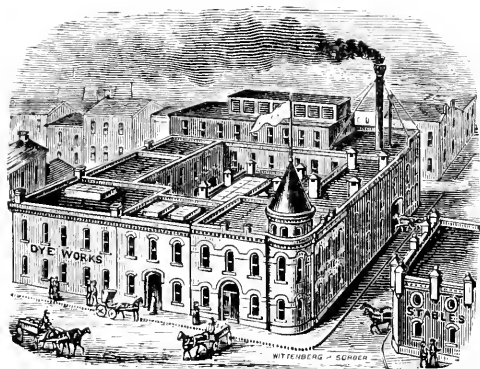
This extensive enterprise was incorporated in 1865, with a capital of \$2,000,000, non-assessable. The company has 5,000 acres of land at Granby, Mo., an equal amount in Jasper County, and 2,500 acres in Morgan County, Mo., as well as works and forty acres of land at Pittsburg, Kansas. There are mines and smelting works at Granby, the same at Joplin; mines and dressing works for mineral at Oronogo, all in this State, and at Pittsburg, Kansas, the company has a furnace for smelting zinc ore.

The product of the mines is sold all over the country, mostly in the Northern States, while the lead is sold mostly in St. Louis to corrodors. Manufacturers also say this lead makes the best shot of any in use. In working the mines, the plan of the company is to give to the miners a certain amount of land to work, and then to purchase from them whatever mineral they may mine. At the smelting works at the mines but few men are employed while smelting, but a much larger force is employed at the smelting works at Pittsburg. This company has done much to develop the mining interests of Missouri, which are far more extensive than is popularly supposed. The gentlemen connected with this company are men of large means and much enterprise.

LUNGSTRAS DYEING AND CLEANING CO.

Eugene Lungstras, President and Treasurer; Chas. Springe, Secretary: Works, Office and Store, 1300 to 1310, and 1316 to 1318 Park Avenue; City Branch Store, 210 North Sixth Street.

In this establishment, founded in 1872 by Eugene Lungstras, and incorporated under its present name ten years later, St. Louis has the largest, and by far the most successful enterprise of the kind West of New York City. To the uninitiated in metropolitan life, it may



appear singular that practically an entire block of buildings should be devoted to the business of dyeing and cleaning. But it should be remembered that in addition to thus renovating clothing for individuals, there is an extensive commercial demand for the dyeing and cleaning of goods in the piece and other wares uncut and unworn. Indeed this company does a very large business in dyeing and cleaning for merchants in St. Louis, and throughout the North, West and South.

The history of this company is one of much interest. President Lungstras was formerly of Sedalia, but, desiring a larger field for his enterprise, came to St. Louis in 1871, and engaged in the dyeing business upon a moderate scale; but the trade so increased that he was obliged in 1882, and annually since, to greatly increase his facilities by additional buildings, and even now is constructing an additional and larger dye-house. In 1882 the corporation was formed, the founder, Eugene Lungstras, being chosen President, and Chas. Springe, Secretary. Both gentlemen have much practical experience in this line. The company's present works cover 200x150 feet of ground, are bounded by three streets; and the buildings are two and three stories high. The location is an eligible one, but it was nevertheless found necessary to open a down town store, at 210 North Sixth street, for the convenience of customers, and at the same time five teams are constantly employed in delivering goods to city patrons. At the works are one boiler and a 75-horse power engine, the largest power of any like factory West of New York. Fifty skilled hands are employed. All cleaning is done without ripping apart of goods, and several new processes of renovating are especially employed by the company, as in carpets, and the cleaning of feathers by steam. Repairing of garments is promptly done. Among the specialties of the company is the cleaning and re-carding of wool blankets. The increase of facilities is due to the very extensive patronage of the company, and to the enterprising character of the business exertions of President Lungstras and Secretary Springe.

ALDEN & BRO.

The Alden Fruit Vinegar: 1001 North Levee, St. Louis; Washington and Clarkson Streets, New York.

This house is very generally admitted to be the largest of its kind in the world. The Alden Fruit Vinegar works are said to have invested in them a greater capital than any similar concern in America. The company employs here 120 men, and has transactions yearly amounting to \$1,000,000. It has trade in every State and Territory of the United States except two, and as the representative of this important industry is given space in this publication.

MAX. JUDD & CO.

Cloak Manufacturers: Salesrooms, 710 and 712 Washington Avenue: Factory, 711 and 713 St. Charles Street.

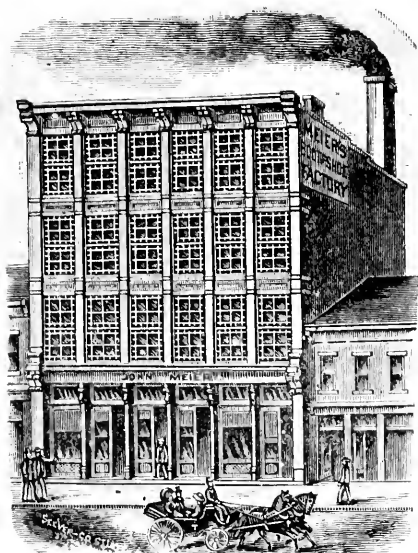
This house is probably better known to the world of trade than any other in the same line of industry in the West. Established about twelve years since, it has constantly grown in trade favor, and its goods have been met with like acceptance by wearers of cloaks everywhere.

Max. and I. I. Judd compose the firm, and were the founders of the house. The premises are 50x75 feet, and include four stories and basement. In the manufacturing of ladies' and children's cloaks, about 300 hands, chiefly girls and men-tailors, are employed, and in

the salesrooms about fourteen men, including eight travelers, who are frequently "on the road." This firm confines its operations to the manufacture of ladies' and children's cloaks, and their productions are mainly sold in Illinois, Iowa, Minnesota, Nebraska, Missouri, Kansas, Colorado, Utah, California, Arkansas, Mississippi, Louisiana and Texas, which States their representatives visit twice in each year. The business of this house has expanded from sales the first year of \$10,000 worth of goods, to yearly transactions now aggregating nearly half a million, and the traffic is growing constantly.

JOHN MEIER.

Manufacturer of Men's and Boys' Boots and Shoes: 416 and 418 Lucas Avenue near Fifth Street.



Beginning as a retail dealer, in 1868, Mr. John Meier had prospered so that by 1875 he was a wholesaler and manufacturer. The business has been a success from the start—indeed, it is said in trade circles that John Meier's name is a synonym for success—withstanding that, the proprietor's resources were limited in the start, and his capital insignificant. This would seem to argue rather better business management than the average. The annual business of the house now is \$250,000. There are 100 to 120 employes, according as the times are brisk or dull, and four travelers on the road. The pay-roll of the house runs up to \$1,100 weekly, no small item of itself. Most of the out-of-town trade of the establishment is in the Western and Southern country. Mr. Meier is himself a practical workman, and exercises personal supervision over every detail of the work at his factory.

Recognizing the principle that employes, like employers, need relaxation from laborious tasks and deserve recreation, Mr. Meier gives his operatives a river excursion and picnic annually, and these are occasions

of much enjoyment among all parties participating; as well as exhibiting, in a most practical and pleasant way, the reciprocal relations that should exist between employers and the employed.

MISSOURI STATE MUTUAL FIRE AND MARINE INSURANCE COMPANY.

F. B. Homes, President; W. F. Homes, Secretary: Office, 712 Chestnut Street.

This is the oldest Mutual Insurance Company in St. Louis, having been established in 1849, with that expert underwriter, F. B. Homes, now President of the corporation, as its Secretary and General Manager. And to this day it numbers among its Directors some of the best known and most opulent of St. Louis business men and capitalists, such as Geo. S. Edgell, identified with the iron and the asphaltum manufacturing industries of the city; J. B. C. Lucas, prominent in the real estate line; B. W. Alexander, capitalist; Adolphus Meier, of A. Meier & Co.; Augustus Nedderhut, of the Nedderhut Warehouse Co.; James E. Kaime, of J. E. Kaime & Bro.; F. B. Homes, President; Carlos S. Greeley, President of the Greeley-Burnham Grocery Co.; and Wm. A. Hargadine, of Crow, Hargadine & Co.

So conservatively and well is the company managed that its losses last year aggregated only \$4,404.85, while in the same period it wrote risks amounting to \$1,501,915.00. The assets of the company on January 1st, 1885, as appears from official report of the State Insurance Superintendent, were \$266,134.92; its liabilities, \$160,209.90; thus showing a net surplus of \$105,925.02. Policies are written on either the stock or mutual plan, and low rates are given on dwellings and household goods. President F. B. Homes, who came here early in the forties, from Boston, has had nearly forty years experience in this line. His son, Secretary W. F. Homes, has grown up from boyhood in the business, and J. A. Baumgartner, the agent, is very competent and experienced in insurance underwriting; none more so.

FRANCIS WHITTAKER & SONS.

Packers and Provision Merchants; Specialty, Star Sugar-Cured Hams: Corner Seventh and Carr Streets and East St. Louis.

The Star hams made the Whittaker establishment famous many years ago. Begun upon a most moderate scale in 1848, by Francis Whittaker, with but two or three employes, the house now employs 750 men here and in East St. Louis.



This is the greatest house of the kind in St. Louis. After thirty-seven years experience, packing has been reduced to the finest system by its management, so that now the enormous number of 300,000 hogs are disposed of through its instrumentality, and their carcasses turned into food products. Some of the machinery in use at these works is of itself a study.

All the slaughtering and curing is done by this house at its East St. Louis quarters, removal having been made to that location some time since because of objection to so large an establishment in the heart of a great city. The city business—banking, office, etc.—is done from this side of the river. The men are all paid here, and as most of them live in St. Louis proper, a special train carries them across from the East St. Louis works, which, by the way, cover thirteen acres of ground.

The founder of this house, Francis Whittaker, died in 1871. The firm name has been Francis Whittaker & Sons since 1854. Messrs. John Whittaker and Michael McEnnis have been the principals in the concern since the failing health of Mr. Whittaker Sr., necessitated a change of management. Mr. John Whittaker divides with Mr. McEnnis the cares of office management, and oversees the East St. Louis concerns of the house. He is a well-known citizen, as much because of a genial and whole-souled disposition, unaffected by prosperity, as because of capital, resources and investments. He is a director of the Bank of Commerce and one of its largest stockholders. He has a large interest, too, in the Boatmen's Bank and also in the Mississippi Valley Transportation Company. He is a native of Dublin, but coming here when but a child, and bred to the vocation in which he now is, by his father, is thoroughly identified with the city of St. Louis by property and other ties. His father was an intensely practical man, and he gave his son an exhaustive training right inside the works.

As has been said, Mr. McEnnis acquired his interest in 1870, when Mr. Francis Whittaker's health began to fail and one of the sons had died. Mr. McEnnis is a resident of St. Louis since 1837. He has been a prominent business man ever since he came here, and has been sufficiently esteemed in the business community to have been chosen as President of the Merchants Exchange. It was he, also, who presided over the Mississippi River Improvement Convention. He is a genial gentleman and a clever business manager.

In asserting that this house has a world-wide trade there is not the slightest exaggeration. In fact, of late years its export trade is most important. Its special manufactures are pure lard and the Star hams.

J. G. BRANDT.

Boots and Shoes: Southwest Corner of Fifth and Christy Avenue.

The handsome premises just entered upon by this establishment have been much remarked of late as the most convenient for their purpose of any in St. Louis. Mr. Brandt's house is certainly one of the largest retailing houses in America. On its first floor is the sales department, ventilated in novel fashion by transoms and glass lights running the whole length of the store. The third and fourth floors are occupied by the house for reserved stock.

Mr. Brandt has been in the shoe business twenty-two years, sixteen years of which have been spent in building up the large establishment he has just opened. He is thoroughly up in the trade, and has that rare bargaining faculty by which he purchases at prices that enable him to sell to his customers "at ground floor rates." As an indication of the business done by him, it may be mentioned that he has forty employes engaged on his premises.

THE KOPPELMAN FURNITURE CO.

Manufacturers of Furniture: Salesrooms, 814 and 816 North Broadway, between Morgan and Franklin Avenue; Factory, 2218 to 2230 Warren Street.

The founder of this house, J. H. Koppelman, died in 1869. Mr. J. G. Koppelman, President of the stock company, is his nephew. The elder Koppelman founded the establishment in 1842. The incorporation is of the year 1877. The house is one of the most important in the furniture trade of St. Louis. The factory works 40 to 50 hands, who draw \$500 or \$600 in wages weekly. The annual business in the city, and with customers in the West and South, is about \$175,000. No special line of manufacture is pursued, the endeavor being to keep up with the market for furniture of all grades, styles and descriptions. Mr. John D. Stegeman is the Secretary of this company.

TRASK FISH COMPANY.

Rich & Co., J. M. Dutro, Proctor, Greenwood & Co., I. R. Trask & Co., Consolidated; Established 1855, Incorporated 1878; I. R. Trask, President; Ocean and Lake Fish: 523 North Second Street.

The consolidation of four large firms and the incorporation of their combined interests under the name heading this account was effected in 1878. A company of unusual capital and resources was thus organized. These firms were Rich & Co., J. M. Dutro, Proctor, Greenwood & Co., and I. R. Trask & Co., the former of whom had been established so long ago as 1855.

The new company was started with a capital stock of \$50,000. Its annual trade cannot be much short of a quarter of a million dollars. The transactions are mostly in brands of the company's own preparation and packing. The bulk of the Trask company's stock is carried in warehouse, awaiting disposition to the trade of the Northwest, West and Southwest. The store and office building, at 523 North Second street, not being half large enough for storage room, some 6,000 packages are now in warehouse. About 20 employes are busily engaged in caring for this stock and in looking after the demands of patrons. The house has five travelers in its service. All the wholesale grocers of the territory just mentioned handle Trask's goods, and orders may be directed to them or to the company as may be most convenient. Amongst other of the company's brands that have been approved by popular demand, may be mentioned:

Trask's selected shore mackerel, in barrels, halves and pails, now so much sought for that imitations have been marketed. They may be retailed at five cents each or six for twenty-five cents. Trask's Georges one pound bricks, wrapped in wax paper, so as to save grocer's waste; Trask's Cape Cod Turkey, selected from choicest Georges codfish middles, and cut in New York style. In mackerel and codfish especially the Trask company has made every effort to put up its goods so as to make them attractive and salable.

As intimated in this account, this company is one of strength and resources, and is thus enabled to accommodate its patrons generously.

THE GLOBE PICKLE CO.

Armin Zott, President and Treasurer; Max Kuner, Vice-President; W. J. Blakely, Secretary: 701 and 703 North Second Street—1007 and 1009 North Second Street and 1004 to 1012 Collins Street.

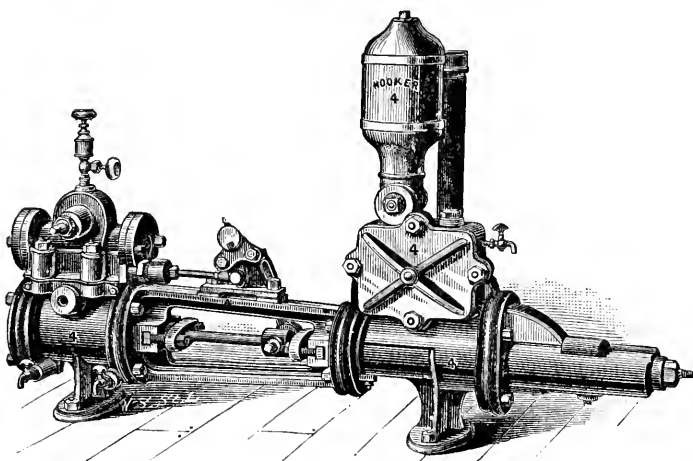
This company's exhibit at the New Orleans World's Exposition attracted much attention and favorable comment. The house is the greatest in its line hereabouts. From 1878, which is the year of its foundation, to 1882, that of its incorporation, it was run under the firm name of Zott & Kollmorgan. Two large manufacturing establishments are maintained in St. Louis, and one in Chicago, by this company, also salting works at Morton Station, Carlinville, Warsaw and Quincy, Ills., where are employed a great force preparing vegetables for pickling—in the busy season so many as 150 girls and 40 men.

Besides these, six travelers for the house attend to the concerns of the company in the Northern, Southern and Western States. The trade extends to the westward so far as California and Oregon. The annual transactions are all of a half million dollars in amount. The specialties are pickles and vinegar, sweet cider, pigs' feet and kraut. The principals in the house are each thoroughly posted in all the details of the business, which enables the company to maintain a higher standard for its goods than if the direction of affairs was left to employes, however skillful they might be. The authorized capital of this company is \$75,000, which large sum is an indication of the resources and financial strength of the parties interested in the Globe Pickle Company.

THE HOOKER-COLVILLE STEAM PUMP CO.

W. D. Hooker, formerly of San Francisco, President; Wm. C. Farrar, Secretary and Treasurer; Manufacturers of Compound Condensing Pumping Engines for Water Works, Hot Liquor Pumps, Fire Pumps, Hand and Power Lift and Force Pumps, etc.: 1101 North Second Street.

Seventeen gold and silver medals have been awarded to the Hooker California pumps in impartial trials with other apparatus of the same sort. They are here called California pumps to distinguish them from those built elsewhere. Mr. Hooker first engaged in the man-



ufacture of these pumps at San Francisco, with such success that now over 7,000 of them are in use on the Pacific Coast. Being desirous of a larger field for his enterprise, and with the idea of introducing his patent elsewhere, Mr. Hooker sold out to the house of W. T. Garratt & Co., came to St. Louis in 1882, and began the manufacture at the location given in the headlines to this

account, where he still is. The sale of these pumps is now sufficient to keep 50 men busy replacing the depleted stock. The works have facilities and room for 150, which number will be engaged so soon as the demand justifies it, which appears now to be near at hand. The annual production of the works, as they are, is nearly 500 pumps. Those now being manufactured have all the advantages of the California pump, with several other improvements recently patented by Mr. Hooker, who seems to be determined to reach perfection, if that be possible. His new outside valve movement, patented March 7th, 1885, is one of the simplest and yet is the most durable valve gear yet invented. He has also patented a new method for packing plunger pumps, as remarkable for its durability as for the extreme cheapness it can be furnished for.

That it is intended to carry on these works upon a scale of utility and profit is evident from the amount of the authorized capital of the incorporated company of which Mr. Hooker is President—\$150,000. The pumps being manufactured range from a price fixed at \$75 to \$500 for those kept in stock, although pumps far more elaborate, powerful and costly may be made to order, far exceeding these in value. There can be no sort of doubt as to the merits of these pumps, for they have been proven to be genuine, not alone by premium trials, but by every-day use in the whole country from Georgia to California, and from Massachusetts to Mexico.

RONAN BROS.

Manufacturers of Fine Shoes: 1126 and 1128 North Third Street.

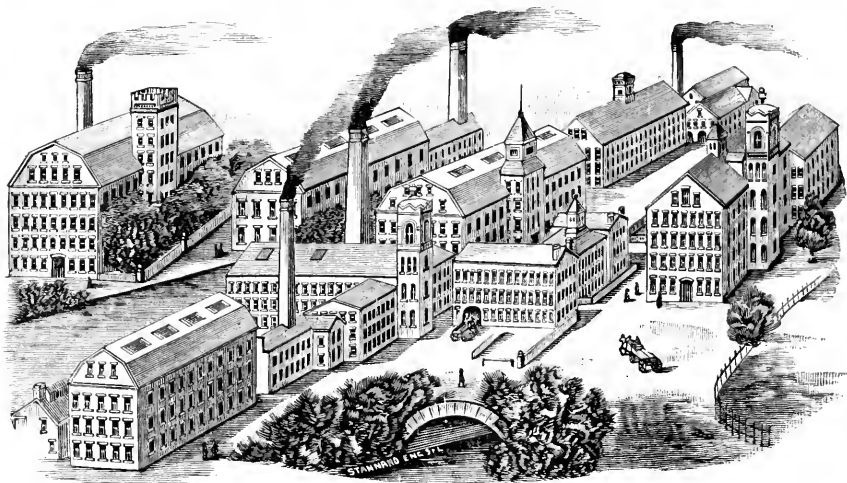
The Ronan Brothers, Wm., Thos., and Hugh, were in business from 1876 to November of 1883, at which time they were bought out by the Hamilton-Brown Shoe Co. Mr. Hugh Ronan was superintendent for that company. At the beginning of the present year the brothers resumed business upon their own account, and have since been prospering so that there is every evidence that the business will not fall far short of \$100,000 for this year. They have now 40 hands employed on mens' fine work, and will presently, when their arrangements are completed for the manufacture of fine ladies' work, for which they have a demand, raise this force to 80 or 100. The Ronans are now shipping all over the West, Southwest and South, and are doing a particularly good business with Missouri, Kansas, Southern Illinois, Iowa and the South. They have this advantage over other concerns of the sort: the brothers are all experts, having been bred to the trade.

THE NONOTUCK SILK CO.

Corticelli Spool Silk, etc.; C. H. Sampson, Agent: 408 North Broadway.

The foundation for this vast enterprise was really laid over half a century ago, although the industry did not take final and decisive shape until 1838; and it was yet some years until mechanical genius had perfected the process of manufacture of the now unrivalled Corticelli silk. This at once gave life to the industry, and birth to the village of Florence, Mass., where the first of the present vast chain of mills belonging to the company was established. As the silks improved in quality and public favor, the Western demand necessitated the establishment of distributing centres.

It was thus that St. Louis gained an important accession to its commercial houses, seven years ago, when Mr. C. H. Sampson, the Western and Southern agent, established his headquarters here, and was also charged with supervision over offices of the company in Cincinnati and New Orleans. His energy and business ability, backed by the almost unlimited



CORTICELLI SILK MILLS.

resources of the company, and goods admitted to be superior to any extant, soon told in the building up of a business worthy, in proportions and territorial extent, the oldest and most extensive silk mills in the world. Tributary to Mr. Sampson's agency, the trade has been so extended as to cover the South and Southwest, and from here eight salesmen are sent out. The St. Louis salesrooms are at 408 North Broadway now, having been removed from less commodious quarters. The present premises cover 30x125 feet of space, the first floor and basement being occupied as office and salesroom. The Nonotuck Silk Company own and control the Corticelli Silk Mills. Their principal productions are Corticelli Spool Silk, Spool and Skein Embroidery, Filoselle, Machine Twist, Sewings, Florence Knitting Silk, Silk Underwear, Silk Hosiery and Mittens. The St. Louis salesroom is located at 408 North Broadway.

M. M. MYERS.

Manufacturer and Jobber of Youths' and Boys' Clothing: 624 and 626 Washington Avenue.

About 150 hands are employed in manufacturing for this house, and the business in this section is sufficient to justify the retention of several travelers. Mr. Myers has been in this line since 1879. He manufactures principally little children's fancy clothing, using the finer goods. The policy of his establishment is to bring out each season the newest and latest style, with the calculation to close out the entire stock by the end of the season, to make room for new goods; selling the old stock at a sacrifice rather than to carry it over. Business thus far this year has been up to the average, and the indications are that much new trade has been acquired. Liberal dealings and accommodating methods have characterized Mr. Meyer's house from the start. Hence its unbroken prosperity.

STEINWENDER, STOFFREGEN & CO.

Coffee Roasters, Spice Grinders and Manufacturers of Mustards and Ketchups: 305, 307 and 309 North Third Street.



tributary to St. Louis the establishment is

highly regarded in trade circles. The building shown in the picture on this page is but a part of the premises occupied by this firm. More room being required to accommodate the expanding business of the house, preparations are now being made to extend the premises through to Fourth street, which improvement will add about seventy-five feet to the quarters that have been in use. This house now roasts on these premises about one hundred bags of coffee a day. The extension is being made so that this output can be increased to one hundred and twenty-five bags or more. For this purpose another cylinder is to be put in. Steinwender, Stoffregen & Co. are about the heaviest jobbers and dealers in teas and coffees in this market. They have been ten years doing business here, and the estimation in which they are held is best illustrated by the remarkable growth of their trade, which has been noticeable even in times of depression. The development of the house is due not only to its exceptional facilities for manufacturing and pushing trade, but to the energy and enterprise of its proprietors. Their success is the reward of well directed effort to accomplish that end, and throughout a large extent of territory

LYNCH & COMPANY.

Wholesale Liquors: 303 North Main Street.

Representing the E. H. Taylor, jr., Co., of Frankfort, Ky., the W. S. Hume Distilling Company of Silver Creek, in the same State, the Burnham, Bennett Warwick Distillery of Madison County, and the J. S. Taylor Distillery in the Blue Grass region, as well as Barton & Guestier of Bordeaux, Delbeck & Co. of Reims, and Jules Robin & Co. of Cognac, France, this house has resources that make it a sterling one in the trade of this vicinity. It is an old establishment, having been opened first in 1862 by Patrick Lynch. At one time Mr. Lynch was associated with Chas. A. Mantz, ex-city collector, as Mantz & Lynch. They dissolved thirteen years ago, and he has been operating alone since.

The sales of this house are mainly to the local trade, but it has customers in all the Western States; like all the old houses of this vicinity, a trade peculiar to it and personal to its proprietor. One of its specialties is the Mission grape wine, which is used for Sacramental purposes by the churches. "Lynch & Co." is a house of high character; against it, in all the long years during which it has flourished, not the breath of a suspicion has been heard. Its management is a fine sample of that old-fashioned integrity and courtesy so rare now-a-days.

THE JORDAN FLORAL COMPANY.

John M. Jordan, President: Wm. E. Davis, Secretary; Cut Flowers, Plants and Floral Decorations; Greenhouses, Grand Avenue, North of Cass Avenue; Office and Floral Store, 706 Olive Street.

There is a language of flowers, and how that language is read can best be told by a scientific and practical nursery-man like J. M. Jordan, who is perhaps better acquainted with the beauties and characteristics of exotics than any florist, professional or amateur, in St. Louis.

Since 1859, the founder of this exclusively cut flower and plant interest as a business, has been connected with these beauties of nature and cultivation, and no man has done more to promote a cultured taste, in respect to floral decoration, for public and private purposes, than the President of the corporation bearing his name. Twenty-five years ago he devoted his attention exclusively to his nursery, but the force of circumstances and a growing

demand for the flowers and plants among which he lived, compelled him to enlarge his sphere of usefulness and to establish a depot for the sale of his products. Thus was inaugurated, on a modest scale, a business enterprise that has since developed into a large business industry, and continues to grow as culture and a desire for natural ornamentation increase. Mr. Wm. E. Davis grew up in the same atmosphere, and absorbed from his surroundings not only a liking for flowers, but a desire to promote the interests of the business. Hence, when in 1883 Mr. Jordan desired to still farther develop the enterprise and determined to incorporate the establishment, his associate became a stockholder in the company and was chosen its Secretary. With President Jordan and Secretary Davis as executive officers, the affairs of the Jordan Flower Co. have prospered in an eminent degree, and its beautiful products now find their way into Missouri, Illinois, Kansas, Arkansas and other tributary territory, the cut flowers and plants and floral decorations adorning public and private receptions, social and scholastic occasions, and everywhere bringing fragrance and evoking tribute to the God of nature, and to the adept in arranging these exotics so as to present, in harmonious blending, their greatest beauties.

Recognized in St. Louis, where the company is best known, the knowledge and ability of Mr. Jordan and his trained assistants are utilized upon all occasions where the skillful arrangement of flowers is a feature, with entire assurance of harmonious and artistic arrangement and of the genuineness and fresh condition of the flowers. The greenhouses of the company on Grand avenue are very extensive and complete, and the store, at 706 Olive street, is at all times a bower of beauty. Mr. Jordan has attained some distinction in the world of letters, as a recitationist and in knowledge of authors and authorship. He is a favorite in the literary and social circles of St. Louis.

GREEN & CLARK.

Manufacturers of and Wholesale Dealers in Missouri Cider and Vinegar: Office and Works, 2000 to 2010 Pine Street.

Messrs. O. F. Green and J. E. Clark, who compose this enterprising firm, have developed a very large and profitable industry in the manufacture of Missouri cider and vinegar, and the product of their works is recognized throughout the trade as an article of great purity and general excellence.

Starting in 1867, on Market street, in a small way, and occupying but a single floor, the establishment was removed subsequently to its present spacious quarters, and has so increased its manufacture that the firm now has the largest cider making works in this city and State. The four-story building is used in its entirety: one of the large cellars for the storage of cider and having a capacity of 3,000 barrels, the other for vinegar in barrels and smaller packages. The first and other floors are used for barreling the product, washing, filling and storing the bottled product, and for sample rooms. The trade-mark "Missouri Cider" is a popular one throughout the South, Southeast and Southwest, where the product is so largely sold, and Green & Clark's fruit vinegar is highly esteemed in every household. The members of the firm, who are old residents, with a business experience of many years, are enterprising and public spirited. They hold membership in the Merchants Exchange, and were promoters of the Exposition, in which they are stockholders.

BARNES & HAYWARD.

Short Hand, Telegraph and Business College: Arthur J. Barnes, Stenographer: W. T. Steward, Telegrapher; C. J. Hayward, Accountant: 210 and 212 North Fourth Street, between Olive and Pine.

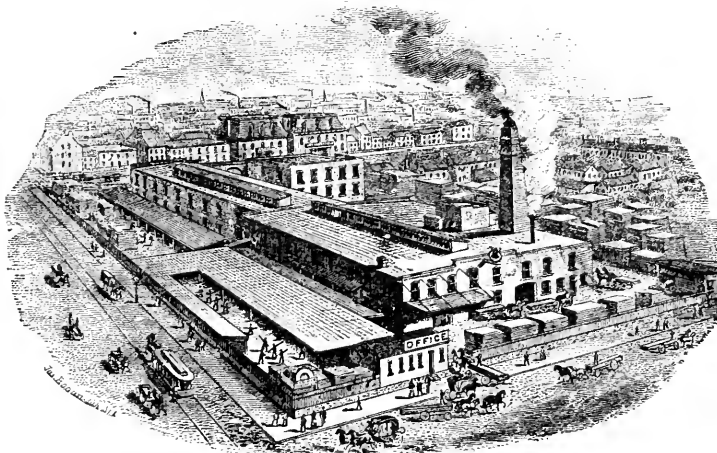
Established in the Fall of 1882, this commercial academy has been most successfully conducted, and has impressed the public with a favorable opinion as to its usefulness. Says the *Amerika*, a leading German daily of St. Louis: "Mr. Barnes has gathered a rich experience as a stenographer in our local court rooms, and understands, better than any other teacher in the city, how to give instruction in this branch. In fact, he may be pointed out as the only practical teacher of stenography in the entire West. Mr. Hayward has for many years practically conducted the Business College of Bryant & Stratton, and was known to nine-tenths of their scholars as the actual principal. He is a thorough and expert accountant. All his former scholars speak of him in the warmest praise. Mr. W. T. Steward, who has charge of the telegraph department, is one of the most thorough telegraphers in the Western Union. His scholars make wonderful progress."

A special effort is made by these instructors to impart a practical commercial education, such as can be made available at once, and a source of profit. Three years' conduct of this school have proven that its method and management are sufficient for that utilitarian purpose.

RIDDLE, REHBEIN & CO.

Proprietors of the Mississippi Planing Mills; Manufacturers of Doors, Sash, Blinds and Packing Boxes; Corner of Thirteenth and O'Fallon Streets.

The Planing Mills shown in this cut are among the oldest established in St. Louis, having been purchased by Ladd, Patrick & Co., from Wade & Frost, in 1859. Riddle, Rehbein & Co. (Geo. T. Riddle and Chs. Rehbein) succeeded to the business in 1878. They



employ 125 men, with an average weekly pay-roll of \$1,600, and consumed during 1884 over six million four hundred thousand feet of lumber. In their sash, door and blind department they do not handle what is called "stock work," but devote themselves exclusively to the manufacture of the better class of ordered work, mostly for city use, where their reputation for furnishing well seasoned lumber and superior workmanship is well-known.

Their box factory is the largest and contains the most complete set of machinery of any in the city; and while they have a large city trade, they also ship large quantities "cut out" to all parts of the country, their books this year showing shipments to parties in Texas, Colorado, Nebraska, Missouri, Illinois, Louisiana, Michigan, Pennsylvania and New York.

Mr. Riddle was born and raised in St. Louis, and has been continuously employed in the lumber business since 1865, while Mr. Rehbein has been connected with this one mill since 1859, both therefore having the experience necessary to properly understand the business and serve the interests of their customers.

THE DOMESTIC SEWING MACHINE COMPANY OF NEW YORK.

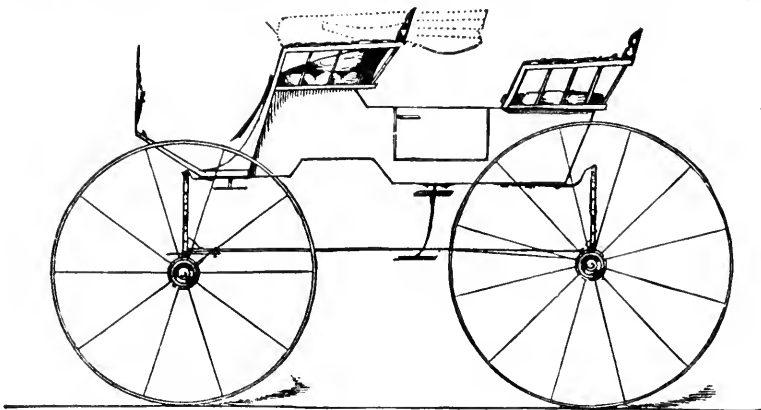
New York Office, Broadway and Fourteenth Street; St. Louis Branch House, 906 Olive Street; E. L. Greene, Manager.

Few sewing machines have attained the extensive sale and great household popularity in the West secured by the "Domestic" within the last five years, and this is especially true of that part of the country supplied by the St. Louis Branch House of the company, which is managed by Mr. E. L. Greene, who came here from Chicago in 1880—after ten years experience there—to take charge of the interests of the company in the Southwest, or, more specifically, Missouri, Arkansas, Texas, Louisiana, Mississippi, Tennessee and Western Kentucky. The "Domestic" machine is made by the company bearing that name, a New York corporation having an immense factory at Newark, N. J., employing 1,400 skilled workmen. The machine, which is a triumph of mechanical genius in its simplicity, perfection of finish and durability, has among its special features its wood work and attachments, the former being a patent device by the company—bent-wood and no joints of any kind. The attachments are automatic and self-adjusting. Branch offices constituting the Western department are located at Cleveland, Chicago, Detroit, Milwaukee, St. Louis and Kansas City. The St. Louis branch does only a wholesale business, which has grown very extensive under the energetic management of Mr. Greene, and sells to dealers exclusively. There are sub-branches in the city and throughout the territory which sell direct to households.

NATHAN CARD.

Manufacturer of all Modern Styles of Carriages, Buggies, Phaetons, Surreys, etc.: 604 Market Street.

Throughout St. Louis the name of Nathan Card is a household word. For thirty-five years he has been known as a maker of carriages, buggies and other family vehicles, and no one has yet heard it said that he ever made an inferior one. Thoroughly acquainted



with every possible detail of his business, he has always kept pace with the remarkable progress of this interest, and to-day turns out all the modern styles of carriages, buggies, phaetons, surreys, etc.—all not only handsomely made but well and thoroughly made. His specialties are the finest carriages, and for these he has a large city trade and the better class of the country trade. A merchant or banker from the interior visiting St. Louis to purchase a family vehicle, will, if he is thoroughly posted, prefer one of the best made kind, which are always cheapest in the end. These may always be found at Nathan Card's establishment, 604 Market street. This store, 30x130 feet, is four stories in height, and he also has a store and warehouse at 18 South Sixth street, 25x100 feet, occupying the first floor and basement. During the busiest season about twenty-five men are employed at the establishment; at present a less number suffices. Yet trade is at all times fair, even in the duller portions of the season; for Mr. Card and his vehicles are well and favorably known everywhere.

L. P. MILLIGAN & CO.

Manufacturer of Milligan's Apple Cider, Pickles and Kraut: 507 North Second Street.

The Western and Southwestern trade is catered to by this concern, the proprietor of which was formerly President of the well-known Excelsior Vinegar and Pickle Works. The specialty of the establishment is Milligan's cider, pickles, and goods of that line being also handled in connection with the cider traffic. Although only in operation since August, 1884, the house at 507 North Second street, assisted by Mr. Milligan's wide acquaintance, is sharply pushing some of its older competitors, and is acquiring a paying patronage.

JONES, EDWARDS & CO.

Successors to George F. Tower & Co; Wholesale Liquor Dealers and Importers of Brandies, Gins and Wines: 525 North Second Street.

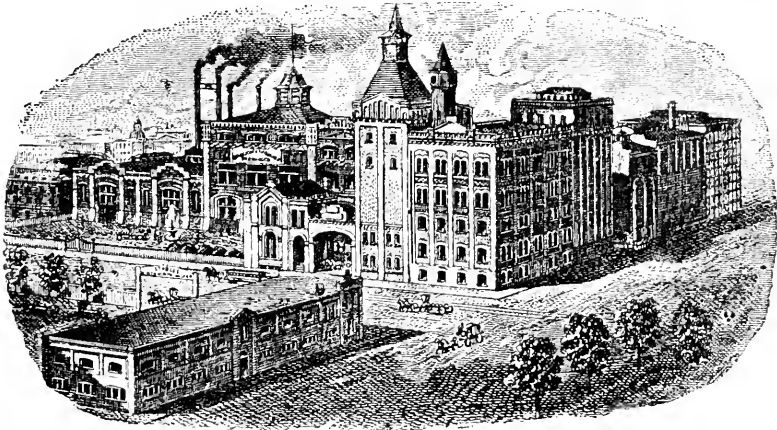
The principals in this house are Walter D. Jones, J. White Edwards, John Waddell, and John F. Carroll. Three years ago these gentlemen succeeded to the business of the old house of Geo. Tower & Co., which had been in the liquor trade here since 1847, by purchasing Mr. Tower's interest. Messrs. Jones & Edwards had been partners with Tower, and so the reorganized establishment took the name at the head of this account.

This house has been located in its present situation, at 525 North Second street, for a quarter of a century. From those unpretentious quarters, it has quietly and unostentatiously been conducting a trade in fine whiskeys and imported liquors, rivalled in volume by but few concerns of its line. It has a most excellent patronage in the Northwestern and Southern country, and some considerable custom in Illinois. It is an old house, a strong house, and one whose conduct and management has always been unexceptionable.

THE BRINCKWIRTH-NOLKER BREWERY CO.

Proprietors Lafayette Brewery: W. F. Nolker, President; Louis Brinckwirth, Secretary; Corner of Eighteenth Street and Cass Avenue.

The establishment of the old Lafayette Brewery on Carr street in 1843, by Theodore Brinckwirth, was really the foundation of this enterprise, although the stock company was only incorporated in 1882. As may be imagined, the business on the start was insignificant;



but it is far from that now, the brewery having a capacity equal to an output of 100,000 barrels of lager a year. All the latest improvements in the way of cold-air machines, etc., have been put into this company's plant. The largest casks in the city are on the premises. Some here hold 160 barrels. Storage vats holding 225 barrels are also a part of the equipment.

Fifteen wagons are employed supplying the trade, and over seventy men are engaged. Mr. Nolker has lived here since 1873, and has been in the brewery trade all the while. He came from Cincinnati, where he had been in iron manufacturing. Mr. Brinckwirth was born here, and was brought up to the business by his father, who was the founder of this brewery.

The Brinckwirth-Nolker company makes all its own malt, and is regarded here as one of the principal establishments in its line.

HERNSTEIN & PRINCE.

Importers and Manufacturers of Surgical, Optical and Electrical Instruments, Surveyors' and Engineers' Supplies: 317 North Fourth Street.

W. H. Hernstein and D. Prince, the principals in this house, were formerly members of the house of Aloe, Hernstein & Co., but since January of this year have been in copartnership at 317 North Fourth street, having retired on that date from the Aloe house, in which Mr. Prince was manager of the Optical, Mathematical and Engineering department, and Mr. Hernstein of the Surgical and Electrical division. From a circular issued by this house upon its establishment the following is extracted:

"The Surgical and Electrical departments will be under the immediate and personal supervision of Mr. W. H. Hernstein, whose eighteen years' experience in these branches fully qualifies him for the task. Mr. Prince will give his individual attention to the Optical, Mathematical and Engineering Instrument branch of the business. His long connection and experience in this line is well-known to many of his former customers.

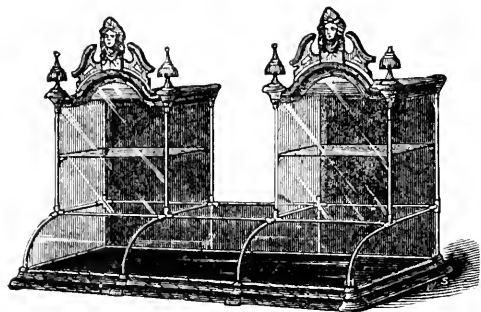
"We will give particular and special attention to Orthopedic and Deformity work, our facilities for such being in every respect most thorough and complete. We also call the special attention of Oculists to our Spectacle and Eye Glass Department. It is complete in every detail; and having secured the most competent workmen, and experienced Glass Grinders, our facilities for the grinding of Compound Spherical, Cylindric and Prismatic Lenses are the very best. Oculists' prescriptions a specialty. All orders will receive our prompt attention. Prescription Blanks furnished on application."

Hernstein & Prince are the St. Louis agents for the Portable Dynamo-Electric Lighter for lighting gas; also for Laval's Opera and Field Glasses; and for Tiemann & Co.'s Surgical Instruments. They have some 25 employes in their service, and have been doing a most excellent business all through this season.

ADAM LANGE & CO.

Manufacturers of Show Cases: 221 and 223 North Second Street, Corner of Olive.

The Lange Brothers began the manufacture of show cases in 1868. There is but one factory here older than theirs. The brothers dissolved in 1880. Mr. Adam Lange, who



continues the business, is a man of ideas. He is the introducer and designer of all the new styles in show cases for the past fifteen years. He is the inventor of the round-front glass show case now in use all over the United States. He has also designed several other sorts that are equally popular. He is now supplying direct a trade that reaches from the West Indies and Mexico up into the Northwest. As a journeyman he was noted as a most skillful artisan, and as a manager he is not less clever and painstaking. In business affairs he is as apt and speedy as he has shown himself to be in mechanical

pursuits. The advantage of dealing with him is that he can furnish original designs, whilst other manufacturers must follow the beaten track and are mere imitators of his work.

H. W. KIRCHNER, A. H. KIRCHNER.

Architects and Superintendents: Rooms 19 and 21 Real Estate Exchange.

The architectural beauty of many of the public buildings, fine business houses and elegant residences of St. Louis is largely due to the cultivation of an improved taste in architecture, of which Messrs. H. W. and A. H. Kirchner are leading exponents in the West.

Some twenty or more of the principal public school buildings of the city were designed by the senior member of this well-known firm, when connected with the Board of Education as its architect. The new Cotton Exchange and Real Estate Exchange buildings were also designed by and erected under the supervision of this firm, as well as many other large and commodious edifices that attract public attention. The Messrs. Kirchner are members of the American Institute of Architects, and are held in great professional esteem and popular renown throughout the West and Southwest.

H. M. BLOSSOM & CO.,

Fire and Marine Insurance: 210 North Third Street.

No insurance agency here is representative of sounder companies than the firm which is described in this sketch, as the following list shows: The Imperial Fire Insurance Co., of London; Commercial Union Assurance Co., of London; Phoenix Insurance Co., of Hartford; Connecticut Fire Insurance Co., of Hartford; St. Paul F. and M. Insurance Co., of St. Paul; Citizens' Insurance Co., of Pittsburg; Farmers' Insurance Co., of York; Boston Marine Insurance Co., of Boston; Phoenix Insurance Co., of New York (Marine). These companies are the strongest of the home and the safest of the foreign insurance corporations. The Imperial Fire, of London, is over one hundred years old, and is one of the greatest, if not the greatest, insurance companies of the world. It has assets in the United States amounting to \$1,500,000, and its fire risks taken in Missouri during 1884 reached the sum of \$2,500,000. The Phoenix, of Hartford, is the pioneer of the present agency system. It was established in 1854, and has a paid-up capital stock of \$2,000,000, together with a surplus of \$772,687.19. Its Missouri risks, in 1884, were \$7,290,349 in amount, the premiums received thereon being \$101,031.23. It paid losses in this State during that year to the amount of \$64,951.66. The other companies mentioned above are not less substantial.

Mr. H. M. Blossom, senior member of the partnership, whose name graces this page, is a resident of this vicinity since 1850. Before the war, he was clerk and part owner in the "Polar Star" and "Hiawatha," Missouri river boats. He retired from the river traffic in 1861 to go into the insurance line. Mr. H. A. Blossom, H. M.'s nephew, is a native of St. Louis. He had had a wide mercantile experience before his venture in the insurance business, and had been bred to that line with other offices. He is a director in the Laclede Bank. Mr. H. M. Blossom is an officer of the Board of St. Louis Underwriters, and is prominent in all matters connected with his vocation.

THE DIAMOND JO LINE.

St. Louis and St. Paul Passenger and Freight Line, Established 1867; General Office at Dubuque, Iowa; Joseph Reynolds, General Manager; St. Louis Office, Washington Avenue and Levee; Isaac P. Lusk, General Agent.

The successful navigation of the Upper Mississippi is inseparably connected with the name of "Diamond Jo" Reynolds, after whom the line of steamers between St. Louis and St. Paul, founded by him, is called. In 1867 he commenced with but a single boat, which was employed by him in the produce trade of the Upper Mississippi, with headquarters at Dubuque, Iowa.

From year to year the business, being managed with skill, increased, and now the line comprises six elegant steamers plying daily between St. Louis and St. Paul, and touching at way landings. These steamers, which have large capacity for freight carriage, and are also speedy, and combine every comfort and convenience for passengers, are the "Pittsburg," commanded by the veteran Capt. John Keline, with H. C. Lusk, a brother of the St. Louis agent, as chief clerk; the "Mary Morton," Capt. Wm. Boland and chief clerk Chas. Mather; the "Sidney," Capt. Jim Best and chief clerk Fulton; the "Libbie Conger," Capt. Jim Corbit, chief clerk "Garry" Spencer; the "Josephine," which plies between Dubuque and Fulton, Iowa, Capt. Ben. Conger and chief clerk Sim Wood; and the "Josie," which at the moment is laid up. All of these officers have an experience of years in the steamboat service of the Mississippi.

To the energy and ability of the resident agent, Isaac P. Lusk, the popularity of the line at this end of the route is largely due. Mr. Lusk has been connected with the line some ten years, and was a clerk on the river up to four years since. "Diamond Jo" Reynolds, the General Manager at Dubuque, is a frequent visitor to St. Louis, and very popular in commercial circles.

G. H. DONNEWALD & CO.

Wholesale Dealers in Lebanon Coal: Mines at Lebanon Ills.; Office, 1913 Clark Avenue, and at O. & M. Depot, East St. Louis.

G. H. and A. W. Donnewald, the members of this firm, are brothers. They were bred to this line of business by their father. Their partnership dates from 1881, the year of A. W.'s arrival here, although the elder brother had been doing business as a member of the firm of Donnewald & Gurla, and Donnewald & Herring, from 1872. They operate mines at Lebanon, Ills., employing there from 50 to 100 men. They sell here directly from their side tracks, as well as from their yards. Their sales are mostly in the city, but they also ship considerable to the west of this point. They handle six to eight thousand bushels of coal a day in winter, and about half that in the summer season.

The Donnewald brothers are also interested in the Donnewald-Laurie Ice Co., which cuts at Pekin Lake, Ills. Mr. Laurie, who is associated with them, manages their interest for them. This company cuts about 20,000 tons for its own trade, and for the late summer and fall trade buys also at Quincy, Ills., and elsewhere. It will be seen that these gentlemen are men of spirit and enterprise.

MAYGER & NOLTE.

Wholesale Dealers in Foreign Fruits, Fancy Groceries and Commission Merchants: 314 North Second Street.

George E. Mayger and Edward H. Nolte have been doing business here now for nearly three years, Mr. Mayger having been identified with some of the largest houses in St. Louis for ten years prior to entering business on his own account. They have built up a prosperous and still promising establishment upon the soundest of business principles, the chief of which is that they try to hold in stock such goods as are in demand and not carried by other jobbers, who have necessarily to come to this house to get orders filled. Besides its other business the house makes it a point to hold some first-class agencies, among which may be mentioned Samuel Bliss' extra and absolutely pure Maple Syrups, Archer's Trophy Sugar Corn, Ottumwa Starch Works. The bulk of the business of the house represents an aggregate trade rising the sum of \$150,000 a year. Among the specialties, other than those mentioned above, handled by the firm are, cocoanuts, grapes, nuts and cigars, and dealers wishing to find the largest assortment in oranges and lemons need only apply to Messrs. Mayger & Nolte; and this in full assurance that the house is considered one of the first in this especial line.

NELSON & NOEL.

Bankers, and Agents for Safe Investment Trust Funds; Northwest Corner of Third and Pine Streets.

Lewis C. Nelson and Henry M. Noel first became notable in this market by their success in handling and negotiating the securities of the Texas cities and Counties. They handle more Texas bonds, because of their reputation in that section, than any firm here, and probably more than all doing business here together. They do no commission business either here or in New York (where they have strong correspondents), but buy and sell outright. Insurance and bank stocks, municipal paper and investment bonds are the specialties of their business.

Messrs. Nelson & Noel have been in partnership since 1878. Mr. Nelson is Vice-President of the Laclede Bank, and is a prominent member of the Merchants Exchange. Mr. Noel has lived here some twenty-five years. He was formerly with Dodd, Brown & Co. in a responsible position. Before embarking with Mr. Nelson he was cashier in the Manufacturers Bank.

Mr. Nelson has had a lifetime experience in the line in which he now is. He has held the position of cashier of the Boonville, Mo., National Bank; of the First National Bank of Fort Scott, Kansas; and has been cashier also of the Valley National Bank here.

Nelson & Noel are dealers in local and miscellaneous securities of all kinds, and especially the following; U. S. Bonds; Texas Municipal Bonds; Illinois Municipal Bonds; Colorado Municipal Bonds; Arkansas State and County Bonds; Missouri State and County Bonds; Missouri County Bonds—defaulted; Nebraska Municipal Bonds; Kansas Municipal Bonds; United States Land Warrants; Texas Land Scrip and Warrants; Western and Southern R. R. Stocks and Bonds; First-Class Commercial Paper; Stocks of all St. Louis Banks; Insurance Stocks; St. Louis Street R. R. Stocks; Stocks of all Local Manufacturing Companies.

They also have money to loan on approved collaterals, and make collections requiring extra care. Correspondence solicited and reliable information furnished.

DODGE & SEWARD.

Manufacturers of Confectionery and Wholesale Dealers in Nuts, Fruits, etc.: 310 North Main Street.

This enterprising firm, as such, has existed scarcely four years, but its senior, Mr. F. H. Dodge, was in the same line for a much longer period as Vice-President of the Dunham Manufacturing Co., of St. Louis, which disposed of its candy business to O. H. Peckham & Co. Mr. F. D. Seward, too, is of considerable business experience, and by the employment of energetic methods the firm has attained pre-eminent rank in this line of trade.

To illustrate: a few months ago, by a large outlay and novel method of advertising a cigar called "Guy," over half a million of the new brand were sold in the short space of two and a half months, and the demand is still increasing. The specialty of the firm is fine home made goods in the confectionery line, and its factory is distinguished no less for the purity than for the general excellence of its product. The establishment, which was formerly located across the street, has enlarged facilities at its present choice location in the wholesale business quarter (310 North Main street), and is continually extending the territorial limits of its trade, which at present comprehend Arkansas, Illinois, Texas, Missouri, the Indian Territory and the West and Southwest generally, employing twelve men on the road.

SUMNER, STRATTON & DAVIS.

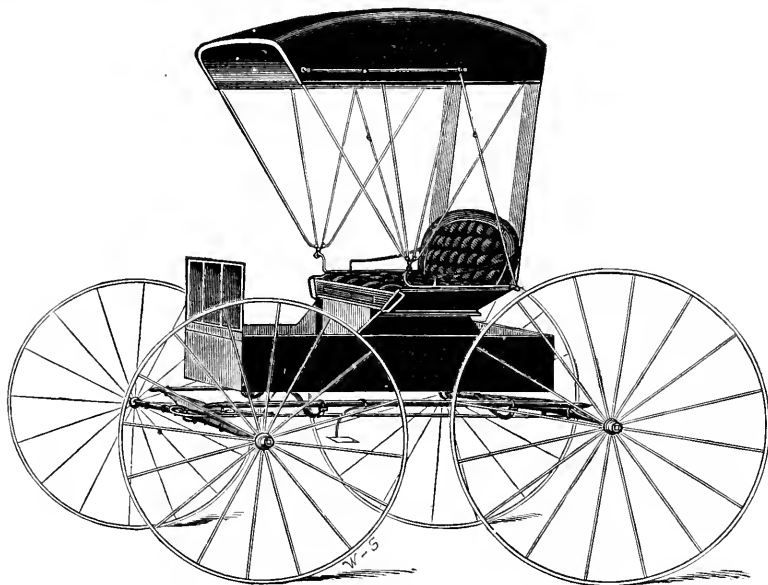
Manufacturers of Looking Glasses; Beveling, Resilvering and Embossing: Office, Northwest Corner Eleventh and Walnut Streets: Factory at 2100 South Seventh Street.

This is a new enterprise in St. Louis, established during the present summer, but it already is developing as an industry of great usefulness and profit. The gentlemen to whose progressive spirit, ample resources, energy and enterprise, St. Louis is indebted for this promising industry are Messrs. A. W. Sumner, Joseph A. Stratton and Christopher Davis. The former is especially well-known here through his connection with other enterprises, and Mr. Stratton contributes to the new establishment a wealth of practical experience in this line, gained through years of service as foreman of the largest factory in Chicago engaged in like process of manufacture. Mr. Davis, too, is able and energetic, and the firm, as a whole, comprises a degree of intelligent enterprise assuring the success of the endeavor. The factory, at 2100 South Seventh street, is well fitted with material and facilities for manufacture, and employs a number of skilled laborers. The office is at the northwest corner of Eleventh and Walnut streets.

D. W. HAYDOCK.

Wholesale Carriage Manufacturer: Tenth and St. Charles Streets.

Until about two years ago Mr. D. W. Haydock was a member of the firm of Haydock Bros., but about that time he withdrew from that concern and established himself at 1010 St. Charles street. In March last he was burned out, and compelled to remove to his present



quarters, which he will occupy in connection with the other building when it is rebuilt. Mr. Haydock came to St. Louis from Cincinnati in 1878. He had there been in the same line, and was pretty thoroughly experienced in it. His trade is a most excellent one, transactions in nearly every State of the Union indicating its volume. He makes a specialty of buggies and fine carriages, and when running his full force has 300 men engaged in the manufacture. Numerous premiums as well as widespread sales attest the merits of his vehicles. He manufactures mostly for the trade. Dealers are invited to call by him, or to send for catalogue and prices.

THE LIVERPOOL AND LONDON AND GLOBE INSURANCE COMPANY.

Archie Robinson, Resident Agent: N. W. Cor. Third and Chestnut Streets, Chamber of Commerce Building.

The Liverpool and London and Globe Insurance Company is now so thoroughly established in every large city of the country, and has been doing business for so many years in the United States, that it is hardly regarded now as a foreign corporation. Since 1851, when its first agency was opened in the United States, it has paid over \$35,000,000 in losses—\$3,239,091 for the Chicago fire of 1871, and \$1,429,729 for the Boston fire of 1872. It has \$6,000,000 invested in the United States. Its total assets are over \$38,000,000. It is undoubtedly the strongest and safest and most prosperous fire company in the world. Its credit is stronger than that of many governments. Its stock commands over 1,000 per cent. premium. It is not a speculative concern, the strongest laws of Great Britain governing its operations being an additional security to the policy holder in it. Its directors are England's merchant princes.

Mr. Archie Robinson, the resident agent for this powerful corporation, has lived in St. Louis since 1857, and has been a conspicuous underwriter since 1862, which is the year he was given charge of the company here. Fire risks are taken by this company only, and losses are invariably paid by it so soon as adjusted, without discount.

H. A. HYATT.

The Mound City Photographic Stock House and Art Emporium; Dealers in Photographic Goods, Picture Frames and Mouldings: Northeast Corner Eighth and Locust Streets.



This house dates back its records some thirty-seven years. It was established by Wm. H. Tilford in 1848—Gatchell & Hyatt, successors in 1873—continuing for eight years under the latter management, during which time houses in Cincinnati, Louisville and St. Louis were run by that partnership, which, however, was dissolved in 1881. Upon the division of assets, Mr. Hyatt assumed control of the St. Louis house, and has conducted it alone ever since. He came here originally from New York, where he had ample commercial experience in the same line of trade.

This concern has more than a fair country trade. In the season, two travelers are employed by it, their territory including Illinois and Indiana, as well as the country westward and southward of this point. Illustrated catalogues, showing that this establishment deals in the best goods, at bottom prices, will be mailed on application therefor. The artistic character of the wares carried by this house is everywhere recognized, no less than the very reasonable price at which the same are afforded. Many of the framings that attract attention at the leading Expositions, and

other places of public exhibit, emanate from this establishment. The accompanying illustration affords a fair view of the magnitude of the house, but a personal visit will better enable one to judge of the manifold attractions of the interior.

D. I. BUSHNELL & CO.

Commission and Seed Merchants: 17 and 19 South Main Street.

This is an old house in this line, and in its present form practically the consolidation of two houses. The senior partner, Mr. Bushnell, has been many years connected with this branch of business. Mr. Robert Pommer, who was the head of the firm of Pommer & Last, but had formerly been associated with Mr. Bushnell and Mr. Geo. S. Green, had like experience in connection with the senior member. These three, so long engaged in the commission business, but making a specialty of the seed trade, possess exceptional experience, ample resources, and other business qualifications, so that their trade, which extends to all parts of the country, may, through their combined efforts, be expected to greatly enlarge during the present year. They are at all times ready to furnish quotations on all varieties of grass seeds and seed grain.

GEO. C. KIMBROUGH & SON HAT CO.

Geo. C. Kimbrough, President; Frank P. Kimbrough, Secretary; Manufacturers of Stiff Hats: 110 North Sixth Street.

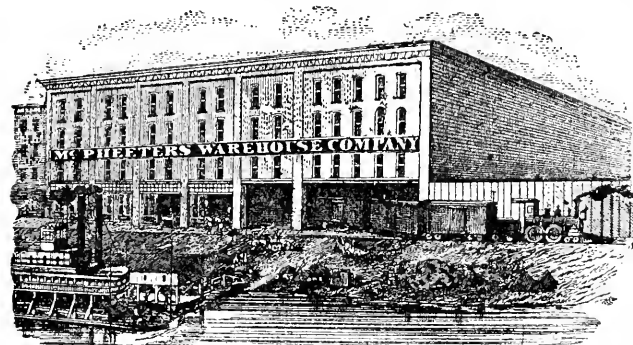
This house has a business record extending over twenty-five years. It was founded by the President of the present corporation, and for twelve years was carried on under the name of Gray, Kimbrough & Co., when, Mr. Gray retiring, the firm became Geo. C. Kimbrough & Son, which it remained until incorporation last January, with a capital stock of \$30,000, and the Messrs. Kimbrough were chosen as President and Secretary respectively of the company. The location, too, was changed from Fifth Street to 110 North Sixth street.

The company employs some thirty hands, and are now engaged in the manufacture of flexible and full stiff felt hats. The goods this company turns out will equal anything made by the large Eastern manufacturers. With their now increased facilities at No. 110 North Sixth street, they will offer to the trade goods that cannot be surpassed in style and finish. The factory and office are located at the above number.

THE MCPHEETERS WAREHOUSE CO.

W. L. Wickham, President; Frank Carter, Vice-President; T. S. McPheeters, Secretary: 1104 to 1118 North Levee.

The warehouses of this company, as seen in the cut, are conveniently located both for rail and river transportation, tracks connecting them with every road coming in to or going out of St. Louis, a fact that enables its patrons to handle their wares without cartage,



thereby saving an amount equal to one month's storage. The authorized capital of the company is \$100,000, of which \$80,000 has been issued. The company owns its own property and buildings. The latter were built by the company for its particular business, and have every modern convenience and appliance for the handling of freight economically and with dispatch.

The warehouses are constructed with special bins for the handling of grain in bulk, a matter of great convenience to those not caring to store in elevators on grade. The company has a large business with houses away from St. Louis, who use the warehouses as a depot for the distribution of their goods in St. Louis and points in the West and Southwest, thus in many cases saving the necessity of an agent, porter and store. Eastern houses find the payment of storage much more economical than the employment of a resident agent.

Besides storing merchandise of every kind and description, this company makes a specialty of handling agricultural implements, stored with them for the purpose of distribution to the western agents of the different agricultural houses.

The officers of this company are: W. L. Wickham, President; Frank Carter, Vice-President; T. S. McPheeters, Secretary; who by their energy and enterprise have caused this company, established in 1877, to become one of the largest of its kind in the whole country. The company is well worthy of its success, and of the confidence of the business community.

JOHN HOERR.

Sole Proprietor and Manufacturer of Phosphatic Lemon-Rye: 303 South Seventh Street.

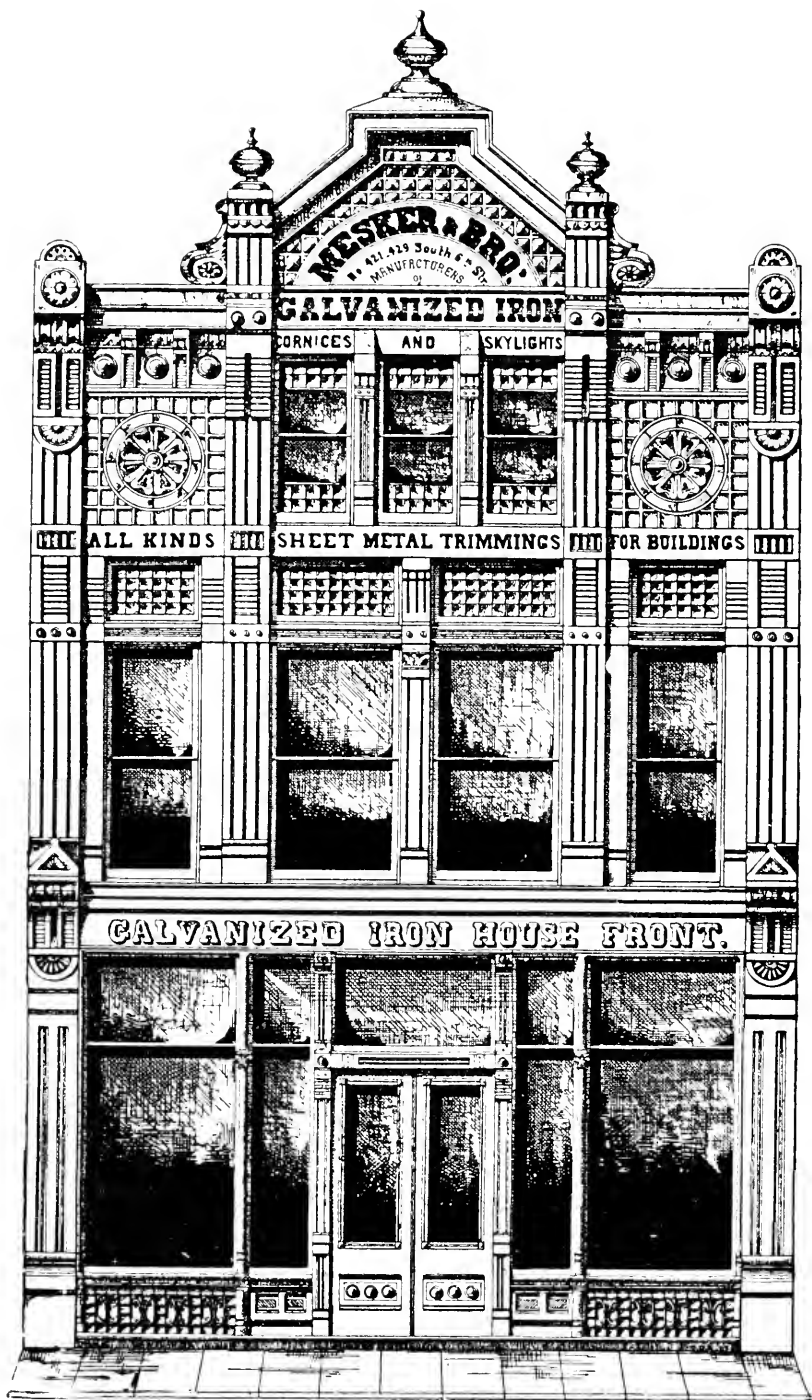
For the past three years the subject of this paragraph has been manufacturing for the trade this esteemed preparation. It is not a beverage, but is a medicinal tonic, agreeable to the taste, endorsed and prescribed by reputable physicians for dyspepsia and other common ailments. Mr. Hoerr's trade is sufficient to employ two traveling men in the country and three city salesmen. The out of town business comes chiefly from Missouri, Arkansas, Iowa and Cincinnati, where the Phosphatic Lemon-Rye meets with ready sale.

KAMINER, PRINZ & CO.

Manufacturers of jeans and Staple Clothing, for Men, Youths and Boys: 519 St. Charles Street.

In the history of this firm is found an illustration of the progress and success that await those whose enterprise and business knowledge merit such reward. Commencing in the retail line, Messrs. Jos. Kaminer and Benho Prinz succeeded therein, and about nine years ago became manufacturers and jobbers of jeans and staple clothing, which include satinetts, cassimeres, and cotton and worsted goods such as are ordinarily worn by sons and daughters of toil.

The establishment at 519 St. Charles street comprises a spacious building, four stories and the basement being occupied by the firm. In the manufacturing, from 200 to 250 girls are employed, and four traveling salesmen are constantly on the road. The trade of the house now covers Illinois, and the North, West and South, and is constantly increasing in amount and territorial extent, and this success is fully deserved by the enterprising proprietors.



MESKER & BRO.—(See opposite page.)

F. D. HIRSCHBERG.

Insurance: 120 North Third Street.

Mr. F. D. Hirschberg, of 120 North Third street, is a life long resident of St. Louis, and one of the oldest insurance men in it. He has been doing business by himself for about ten years, having now the interests of the following strong corporations to attend to: The British America Assurance Co., Toronto; Lion Fire Insurance Co., London; Scottish Union and National Insurance Co., Edinburgh; Louisville Underwriters, Louisville.

The following figures show the extent of the business done by these companies and their standing. The Louisville Underwriters is a Fire and Marine Company. Its assets are \$678,612.82; its paid up capital, \$300,000; its surplus, \$149,995.24. Its Missouri business in 1884 amounted to \$2,688,597 of risks written, \$1,974,472 being fire and \$714,125 river risks.

The British America Assurance Company, of Toronto, has deposited in the United States as surety toward its policy holders \$251,600 of securities. Its business in Missouri last year was upwards of a million and a quarter dollars.

The Lion Fire Insurance Company, of London, one of the strongest of the foreign companies, has \$244,000 in securities deposited in the United States. Risks were written by its agents in Missouri last year to the amount of \$1,120,960.

The Scottish Union and National Insurance Company, of Edinburgh, has also \$244,000 in securities deposited with the authorities of various States. Its Missouri risks written during the last year exceeded \$1,500,000 in amount.

Mr. Hirschberg will be pleased to treat with parties desiring further information.

MESKER & BRO.

Manufacturers of Galvanized Iron Cornices and Skylights: Nos. 421, 423 and 425 South Sixth Street.

In this department of ornamental architecture and building there has been a marvelous growth in the last few years, and B. T. and Frank Mesker have done much in the promotion and culture of this taste for ornamentation in St. Louis and elsewhere. Establishing themselves here in 1879, on Third street, with the growth of the business they were obliged to move to larger quarters, and in 1883 removed to their present location at 421, 423 and 425 South Sixth street, where their shops and office occupy 65x130 feet. When the shops are running full, an hundred men are employed, but in the present season about sixty constitute the force. While their trade is largely local, yet it is by no means confined to St. Louis or this State; on the contrary it is continually enlarging in territorial extent, and now aggregates about \$150,000 a year.

The firm has successfully competed against Chicago and St. Paul establishments in the same line, as well as some in St. Louis, for large contracts. The galvanized cornice work on the St. Louis Exposition building in this city was done by this house, also like work upon the five principal theatres in this city; and they also did the cornice work upon the Court House at Butte City, Montana; at Fort Benton and a large amount of like ornamentation upon store buildings in Helena, Montana. Messrs. Mesker are now doing a fine piece of cornice work for a Chicago architect upon a building at Las Vegas, New Mexico.

BOOTH, BARADA & CO.

Real Estate and Financial Agents: 617 Chestnut Street.

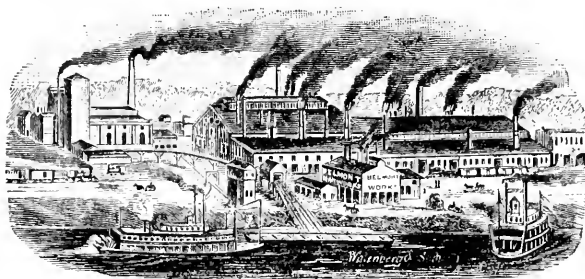
This well-known establishment was founded about thirty years since, by William Booth, senior of the present firm, and by the late Andrew S. Barada, father of Mr. F. X. Barada, a partner in the house now. The other member of the firm is Mr. James Cumiskey, who has occupied that position for fourteen years, and for six years prior thereto was attached to the house in a clerical capacity.

For the past four years the establishment has been located at 617 Chestnut street, nearly opposite the Real Estate Exchange, the centre of trade in this line. The house has the entire charge of many estates of opulent non-residents. Besides, the house has charge of a variety of valuable store property all through the whole sale business section on Second and Third streets, and of residence property in every residence district in the city. The firm has at all times money to loan on real estate in the city and county, and makes sales, collects rents, and generally attends to property entrusted to its supervision within St. Louis and the county outside. The standing of the firm is of the highest in business circles, and the reputation of the members of the house is that of experienced, painstaking and energetic business men.

THE BELMONT NAIL COMPANY.

Wheeling, West Virginia. St. Louis Branch, Jno. A. Gibney, Agent: 310 North Third Street.

The works of the Belmont Nail Company at Wheeling, West Virginia, cover thirty acres and employ 1,000 hands. Their capacity is 350,000 kegs yearly. The bulk of this product is sold in St. Louis and the territory supplied from it. The company has lately embarked in



the manufacture of steel nails exclusively, and are now erecting Bessemer steel machinery for that purpose.

John A. Gibney is the general sales agent of the company at this point. He has filled that post for some nineteen years, handling while thus engaged almost the entire output of the works. Formerly, when only iron nails were made by the company, a large stock was accumulated on hand here, but the steel nails are in such demand that it has not been possible to accu-

mulate a stock.

The Belmont company's works are the oldest in Wheeling, and probably of the West. They also are of the greatest capacity. Prior to 1872, which is the year in which he took charge here, Mr. Gibney superintended sales at the mills, so that it can be seen that he is thoroughly experienced and posted in his vocation.

FREDERICK SCHMIDT.

Manufacturer of all kinds of Horse Collars; 1114 and 1116 Lafayette Street.

To the casual observer all horse collars are alike, and he supposes that a few men are engaged in making them. It has not occurred to him that thousands of men and millions of dollars are embarked in that interest, and that horse collars differ about as much as horses do.

There are heavy collars and light, and several hundred kinds of each manufactured in St. Louis, which is the largest centre of such manufacture in the world. Among those who make a specialty of the manufacture of horse collars in this market is Frederick Schmidt, the patentee of the celebrated Rothman Collar. He commenced the work in 1858 when only eighteen years of age, and with only two hands. By diligence and a practical knowledge of what the people need, he has so increased his establishment that it is now the largest exclusively collar factory in the West, employs thirty hands, and turns out of all kinds of collars, about an hundred dozen a week, which are sold in all parts of the United States, the trade aggregating about \$50,000 last year, which was a comparatively dull season. The manufactory is at 1114 and 1116 Lafayette street, covers 33x60 feet, is two and a half stories and a basement high. It is likely to grow larger, as Mr. Schmidt's collars are popular in the trade.

L. GARVEY & CO.

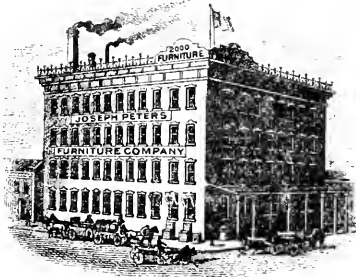
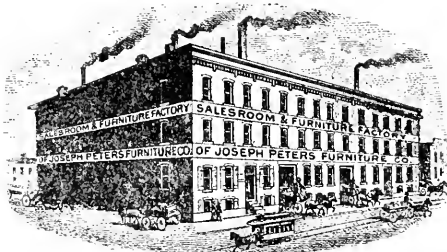
Wholesale Dealers in Produce and Provisions, Butter, Cheese, Dried Fruits, etc.: Southwest Corner Main and Market Streets.

Eight years ago Mr. L. Garvey, tired of service as a subordinate in the Post Office here, concluded, with commendable ambition, to engage in mercantile affairs for his own account. Accordingly, he opened a produce and commission house at the corner of Main and Market streets. There he is still located, enjoying now a valuable and most satisfactory traffic with the producers and dealers of Arkansas, Texas, Mississippi, Tennessee, as well as a fine city and local patronage, that averages fully \$250,000 a year. He makes a specialty of fruit and vegetables, with such domestic produce as the Northern farmers raise for sale to the consumers of the South. Making as he does a close study of the movements of the markets wherein he has dealings, and having ample resources for any emergency of the times, he has been most successful in conducting the interests confided to him by consignors, and in retaining and strengthening his patronage. Personally, Mr. Garvey is popular. He has repeatedly been solicited to take office, but has invariably declined on the score of business engagements that may not readily be sacrificed.

THE JOSEPH PETERS FURNITURE CO.

Joseph Peters, President; Chas. Spier, Vice-President; J. W. Tremayne, Secretary and Treasurer; Factories, Fifteenth and Chambers Streets; Office, Fifteenth and Cass Avenue.

In the two establishments shown in the illustrations on this page, and belonging to the Joseph Peters Furniture Company, over 200 men are employed. The one factory is at Fifteenth street and Cass avenue, and the other at Chambers street and Blair avenue. The



former of the two was purchased three years ago. It was a small place then, but additions have been made to it until now it covers an area of 150 by 140 feet, and is the best equipped west of the Mississippi. The other factory is four stories high and covers 80 by 115 feet. The special manufactures of the Peters company are bedroom furniture, and the patronage of the company comes to it from all the country west of the Mississippi, and from the South. The business has been established about eighteen years, although the company was not incorporated until 1881.

Mr. Joseph Peters, President of this company, is the pioneer furniture manufacturer of St. Louis. Having been bred to the trade, and being a first-class mechanic himself, it is easy to understand his success. Mr. Spier is manager of the factories. He too is an expert mechanic. Mr. Tremayne, the Secretary and Treasurer of this company, has been with this concern about seven years. He is known outside his every-day employment as Treasurer of the Manufacturers Mutual Insurance Co., and as Secretary of the Western Furniture Manufacturers Association. Inspired by Mr. Peters' example, nearly all the other furniture manufacturers of St. Louis have gone from his employ to begin for themselves, so that personally, by showing what could be done here, he has given the trade a great impetus.

CHARLES E. PRUNTY.

Dealer in Seeds and Grain; 7 South Main Street.

Having by twenty-odd years' service with Edward Jackson, the barley operator, and with other good seed firms, acquired a thorough and complete business experience, the subject of this sketch ventured for himself in 1874. Moderately successful on the start, as years grew his trade grew with them, until now his house is rated with such as have a claim to space in this work. He has transactions with the South and West rising \$200,000 yearly in seeds and grain, and is recognized in this market as most substantially fixed in the way of patronage. He has at his premises, No. 7 South Main street, some notable machinery for cleaning seeds, etc.—in this, as in all other characteristics of a thoroughly modern and live house, keeping well abreast of the times.

R. SAUERWEIN.

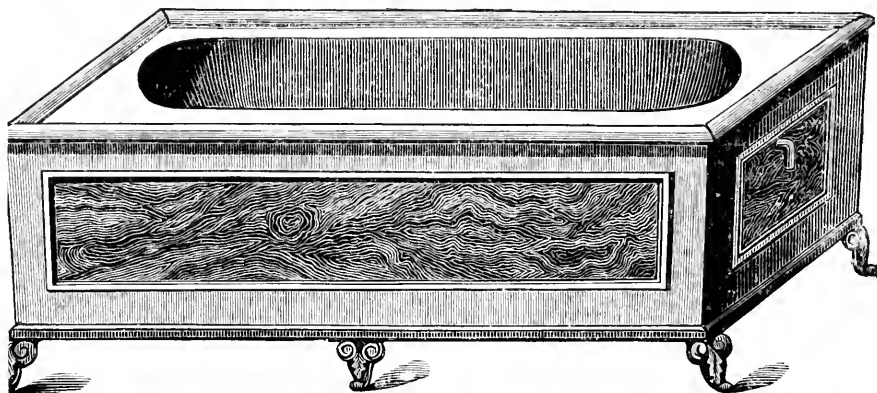
Manufacturer of the Best Brewers' Pitch and Shellac Varnish, Bottle Wax and Sulphur Slips; Alley in Rear of 1320 South Second Street.

Until but a short time ago the bottling and brewing trade, not only of St. Louis but of the entire West, had been compelled to purchase its supplies in Eastern markets and to take whatever, good or bad, was sent them from thence. Now, however, this drawback has been removed by the establishment here of the factory sketched in this account. Mr. R. Sauerwein, of 1320 South Second street, is at the head of this enterprise. He is preparing and has already built up a good city and country trade for the commodities named in these headlines. Prices, samples, etc., will be furnished by him upon application. Patronize a home industry.

WESTERN BATH TUB AND MANUFACTURING CO.

Wm. Brant, President; Manufacturers of Bath Tubs, Plumbers' Copper Ware, etc.: Office and Factory, 2809, 2811, 2813, 2815 and 2817 South Broadway.

It needed not the torrid weather of the past summer in St. Louis and elsewhere to establish the need and healthfulness of a bath in the household. Such an article of utility, and pleasure to the bather, has always been urged by the medical fraternity as essential to good health.



The Western Bath Tub and Manufacturing Co. was incorporated on June 4th last, with a capital stock of \$50,000, and Mr. Brant, the energetic President who directs its affairs, has had many years' experience in this line of manufacture. The company manufactures a variety of sizes of bath tubs, in copper and zinc, as well as sinks, plumbers' copper ware, under counters for hotels and drug stores, etc. The extensive new factory of the company, which takes the place of the one destroyed by fire, is fitted with such increased and perfected facilities that no better work is turned out in the United States. The company employs a very superior method of its own in tinning and planishing sheet copper, securing a heavier coating and higher polish than other manufacturers obtain. Twenty skilled workmen are constantly employed, and the trade of the company, which is still growing, already covers the North and Northwest, extending East to Pittsburgh, West to Colorado, and South in Texas and Louisiana, as well as largely supplying the leading wholesale houses of St. Louis.

President Brant is a business man of indefatigable energy and long experience. Under his excellent management the continued prosperity of the company is assured.

A. WITHMAR & CO.

Direct Importers and Dealers in China, Glass, Queensware, etc., Glass Engraving and China Decorating; Agents for Manufacturers of Vitreous Hotel China, etc.: 408 North Fourth Street.

A China bazaar is always an attractive place to visit, and especially so when the proprietors are direct importers of the fine wares, and do their own decorating in the highest style known to the art.

Such an establishment is that of A. Withmar & Co., 408 North Fourth street, which was founded by the senior of the present firm in 1862, the partners, Messrs. L. Kaminski and R. B. Gray, having been made so in 1880. Of the establishment (25x140 feet) the first floor is devoted to the retail trade, the other four to the jobbing department. The firm does its own decorating, at a spacious studio, or art rooms, on Chouteau avenue and Second Carondelet avenue, and is the only house West of New York pursuing that desirable policy, and employing its own glass engravers and cutters. The china imported reaches the Custom House here in a white or unfinished state, and is decorated to order. This house alone imports the celebrated Haviland & Co. French china in white state, and decorates it here, as also the Royal semi-porcelain of Thomas Maddock & Sons, Staffordshire, England. Having in their employ, also, one of the most expert engravers in this country, they are enabled to make a specialty of cutting and engraving the glass that is used in the finest chandeliers and parlor lamps, which the establishment keeps in large quantity and bewildering brilliancy. Withmar & Co. also handle rich cut and engraved glassware, such as the Amberini and other fancy varieties, and bisque figures, mantel ornaments, vases, cologne sets, mottled cups and

saucers, toys and other holiday goods in season, which they decorate to order. The house employs fifty hands.

It may be mentioned that the firm decorated the fine dinner ware of the University Club, which cost over \$1,000; the Harmonia Club and Delmonico Park wares, and have filled a large number of special orders from clubs and associations at Chicago, Cincinnati, Memphis and other points. They prepare to order bridal and presentation sets with monograms desired, and are, at this writing, engaged upon a set having over nine hundred dozen of letters to be engraved upon goblets, wine-glasses, and other table ware for a leading hotel in the South. Yet it is not to be presumed that the house deals only in expensive wares, for goods from the highest to the very cheapest are kept in stock, and it is fair to assume that the latter help to swell the aggregate yearly sales, which exceed \$250,000, and in extent include patronage from as far West as Arizona, and practically all of the Northern and Southern States.

In the Fourth street store are seen an hundred and fifty patterns of toilet sets of original designs and decoration. On January 5th, 1884, the establishment and the entire stock were included in a disastrous fire, but the firm resumed business as soon as the debris could be removed and a new stock procured. The china department at the "Famous" is owned by the same parties, and does a large business in queensware under the name of Withmar, Gray & Kaminski.

Mr. Withmar was born and raised in St. Louis, has been in business since an early age; had connection and interest with several other houses in the city, and several stores have been established by those who were formerly in his employ. Always enterprising, his store has contributed large displays to State Fairs and Expositions, and will be so represented at the St. Louis Exposition this fall. The other members of the firm are also active and enterprising and have largely contributed to its success.

THE NORTHWESTERN MULE COMPANY.

Ervin Julian, Superintendent; Wm. P. Henry, Secretary: 1001, 1003, 1022 and 1024 North Broadway.

The gentlemen whose names appear above, with a partner in commendum, are the principals in this concern. The caption to this account has been the designation for the business about two years, but before that the establishment had been conducted for about thirteen



years. This firm buys and sells outright, and also handles stock on commission. They have conveniences for the accommodation of 200 mules and about 125 horses.

The best horses come to them from Iowa and Northwestern Missouri, while the bulk of their mules are brought in from Illinois. In this State the Northwestern Company finds that lately Eastern buyers send to the towns direct and thus obtain their stock, making shipments through instead of buying here, as was formerly the plan. Hence local buyers are dependent upon such conveniences as the dealers here may offer, stock of all sorts being scarcer than the demand. During the winter months this company's receipts average about 800 head; in summer, 300. Their shipments this year are mostly to the South and West, the needs of which sections they have thoroughly mastered so as to be able to satisfy patrons better than any other of the St. Louis yards.

TRORLICHT & DUNCKER.

Importers, Wholesale and Retail Dealers in Carpets, Oil Cloths, Matting and Curtain Goods: 506 North Fourth Street.

Since 1863 this firm, composed of J. H. Trorlight, H. Duncker and L. Renard, has occupied a prominent position in the trade of St. Louis, and the growth of the house has more than kept pace with the city's increase in population and in commercial importance.

As direct importers of foreign made carpets and other goods in their line, they deal with the mills exclusively, and thus are enabled to offer customers greater advantages than those who do not import from first hands. The wide range in their goods, from the very cheapest to the most expensive kinds of floor coverings, and the same policy pursued with reference to curtains, also results advantageously.

The firm not only occupies the five stories (40x150 feet) of 506 North Fourth street, but the three floors of an adjoining building of the same size as well. Forty salesmen are employed, and while the city retail trade and that of adjoining towns is very large, the wholesale business of the firm in the South and West continually increases also. The partners are all old residents of St. Louis, and identified in various ways with the growth and business prosperity of the great Mississippi Valley of which this is the trade centre.

FRITZ SMITH.

Manufacturer of Indigo Wash-Blue, Writing and Copying Inks, Flavoring Extracts, Sewing Machine Oil, Olive Oil, Castor Oil, Toilet Soaps, etc.: 913 North Fourth Street.

The wash blue, inks and flavoring extracts manufactured by this gentleman are all of his own preparation, and are made on the premises at 913 North Fourth street, under his personal direction. Their quality and salable merit has long since been approved by a first-class patronage, mostly local but sufficiently good in the country to make the establishment prominent enough for classification in this record of the St. Louis industries. The annual transactions of Mr. Smith's house are about \$50,000 in value, which sum is most largely contributed to by the wholesalers and leading retailers of this vicinity. The indications are that this trade will be better this season than ever before, matters of outside management now employing the energetic proprietor of No. 913 about half his time, and suggesting greater possibilities for the trade in the near future.

ALFRED A. PRALL.

Designer and Carver; Manufacturer of Artistic Cabinet Work, Wood Mantels, Architectural Carving, etc.: 1912 and 1914 Olive Street.

The artistic taste of the people of St. Louis has been greatly promoted by the artists, designers, carvers and sculptors who have located here. The subject of this sketch came West about eight years since, but had professionally labored in the same line at Hartford, Conn., some years earlier. For a time he was located here on Washington avenue, and then for five years at 513 Elm street, but has recently removed to more commodious as well as more artistic quarters at 1912 and 1914 Olive street, where he occupies three floors, 42x68 feet. Mr. Prall, during the summer season, makes a specialty of theatrical work, and does a great deal of it throughout the West. His carved wood mantels are models of art, and adorn many of the finest mansions of the West End. His fine hand work is a specialty, and it is all done to order. The number of artists employed under his direction in carving and designing averages from fifteen to twenty, and he keeps on hand in his studio a considerable variety of classic and artistic wares.

LINEBARGERS & CO.

Grain Commission: 307 Chamber of Commerce.

Lewis and Henry Linebargers and John Pritchett have been in partnership for about two years. They do a big Southern option and order business, their consignments coming from the West and Northwest, and their shipments going to the South and East.

Mr. Lewis Linebargers has lived hereabouts for a year or more. He came from Illinois, where he had been doing a grain and banking business since 1869, and where his brother Henry (also a member of the firm) still conducts that same business. Mr. Pritchett is a resident of St. Louis since 1872. He has always been in this line. He built the Enterprise Elevator when he first came here. This house makes a specialty of the staples, grain and hay, receiving mostly from Illinois, Iowa, Kansas, Nebraska and Missouri. Its business practice has been thorough, and its methods square and straightforward from the start.



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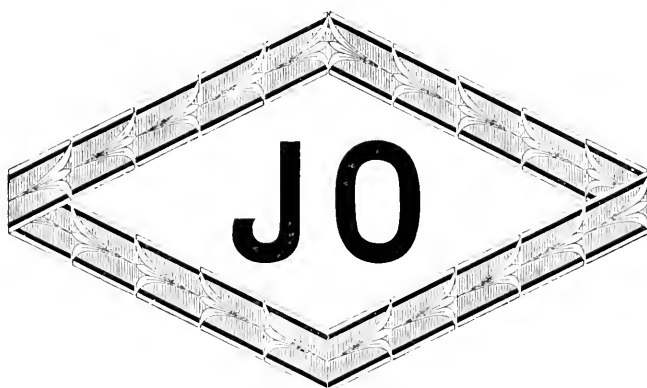
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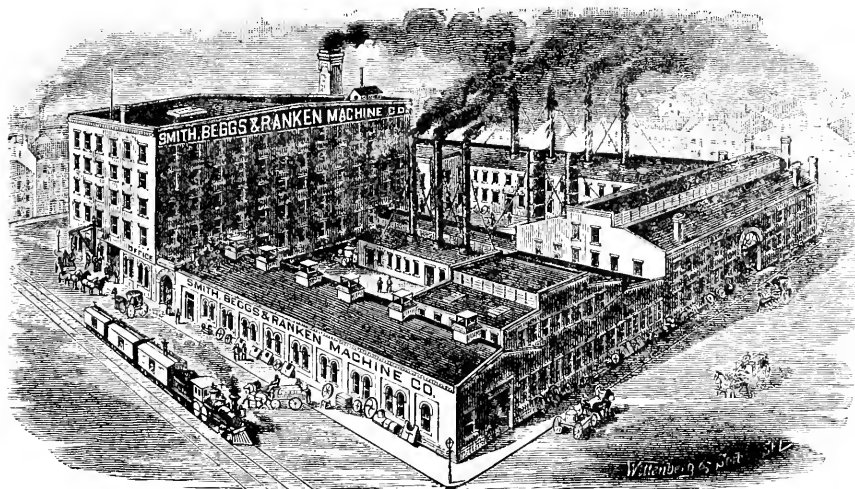
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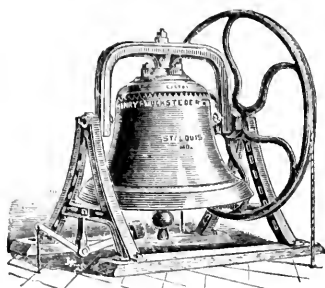
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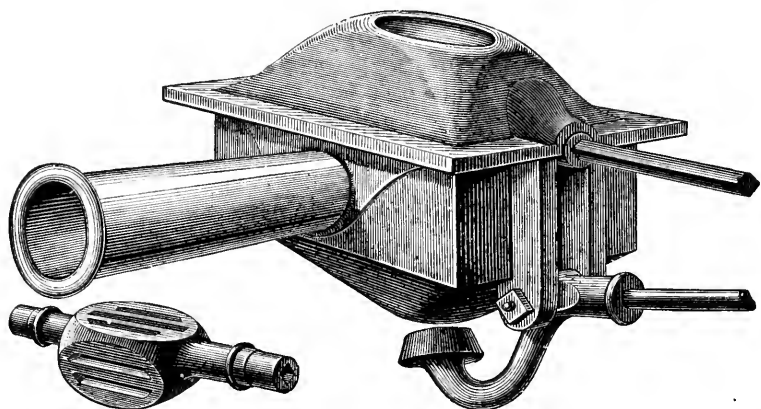
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THE INDUSTRIES OF ST. LOUIS, MO.

THE INDUSTRIES OF MINNEAPOLIS, MINN.—In preparation

THE INDUSTRIES OF ST. PAUL, MINN.—In preparation

210 AND 212 NORTH THIRD STREET,

ST. LOUIS, MO

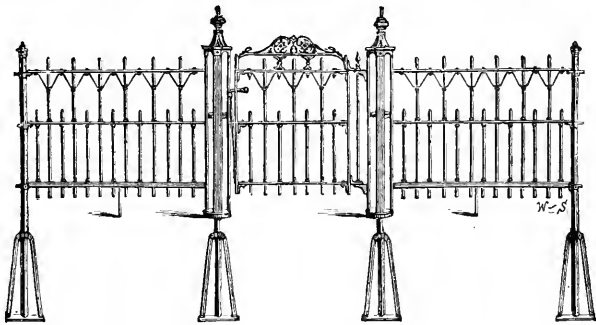
86 AND 87 BOSTON BLOCK, 300 HENNEPIN AVENUE,

MINNEAPOLIS, MINN,



W. T. BARBEE,
WROUGHT IRON FENCE AND WIRE WORKS.

Fence 36 inches high. Pickets $\frac{1}{2}$
 inch round iron. Line Posts
 one inch square.



Fence, \$1.00 per lineal foot. Single
 gates, \$3.50 extra. Gate
 Posts, \$4.00 extra.

Cut shows our STANDARD FENCE with patent ground anchorage and line posts
 for every panel.

Superior to and obviating the necessity and expense of stone foundations. CHEAPER
 THAN WOOD. Will last a life-time without resetting or any repairs. CORRESPONDENCE
 SOLICITED. Send the number of feet required, with number of gates and large posts, and
 price will be given.

Address P. L. BETTS, Manager, 517 Pine Street, ST. LOUIS, MO.

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O. H. PECKHAM & CO.
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❖ **Fine Cigar Boxes** ❖

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 AND DEALERS
 Paints, Oils, Colors, Varnishes,
 BRUSHES, WINDOW GLASS,
 704 & 706 N. Fourth St., ST. LOUIS.

The Standard Foundry Co.

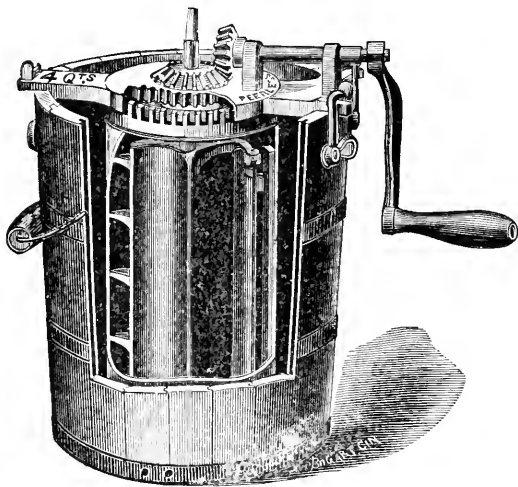
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Dealers are constantly taking up the sale of them, and are discarding inferior Freezers heretofore thought good ones. Our increase of sales has been NINE HUNDRED PER CENT SINCE 1879, thus showing their great popularity.

The "Peerless" are made 3-quart to 10-quart for family use; the "Giant" with fly-wheel 14-quart to 42-quart for confectioners and hotels.

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J. J. POWERS & CO., Proprietors,

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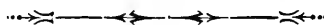
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Winter Yellow Oil,

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Cotton Seed Stearine, White and Yellow,

Soap Stock Reginnings.

Paragon Cooking Oil,

For Baking Purposes, and for Family Use One Pound equal to Two Pounds of Lard.
Guaranteed to remain sweet in any climate

Cotton Seed Oil Cake and Cotton Seed Meal

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Also all kinds of Sheet Iron Work.

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STEEL**IRON**

OF EVERY DESCRIPTION, ALSO

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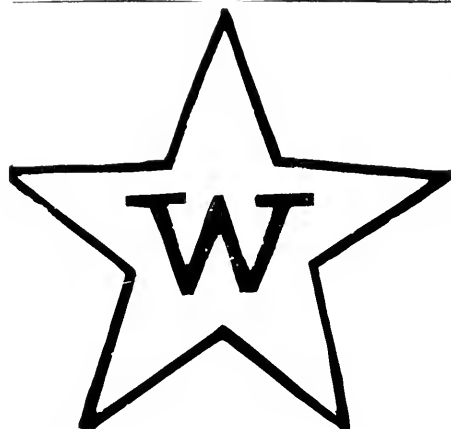
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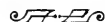
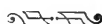


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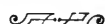
Japanned Tinware,

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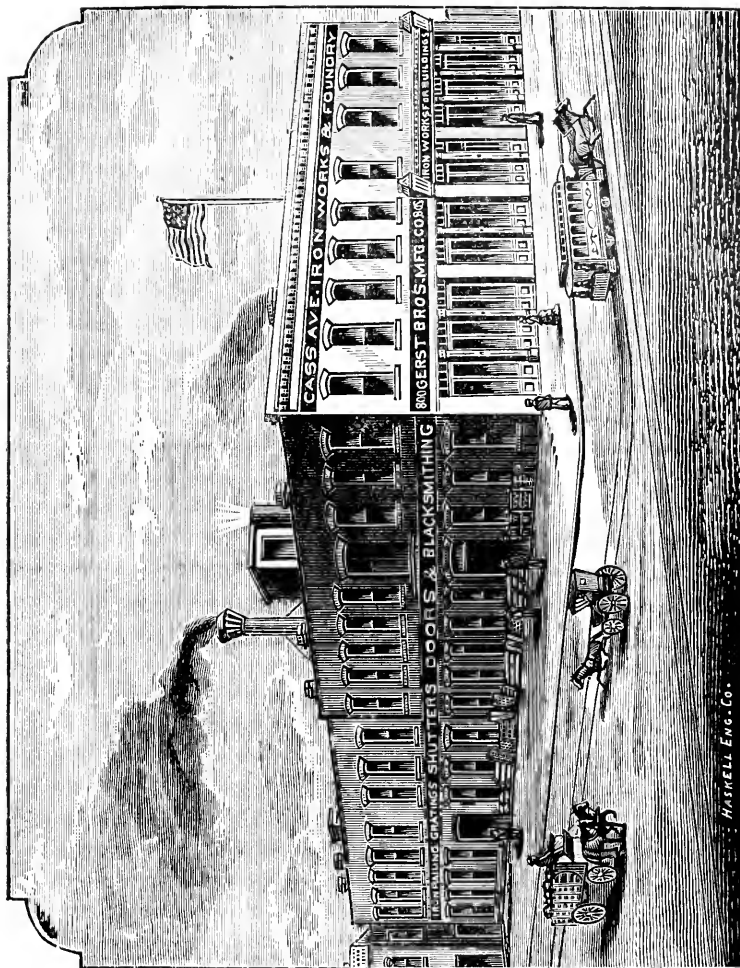
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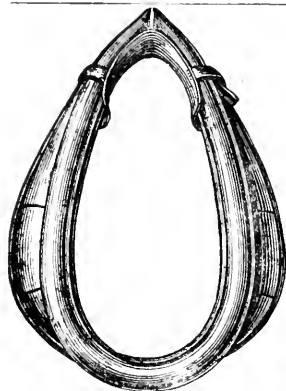
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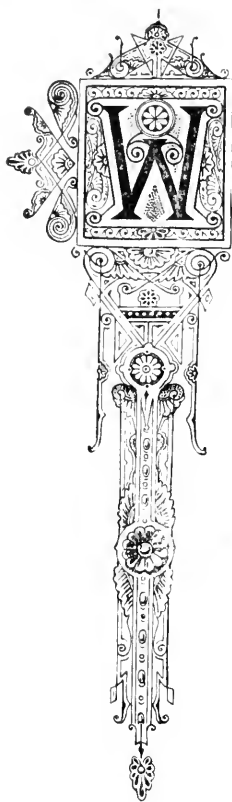
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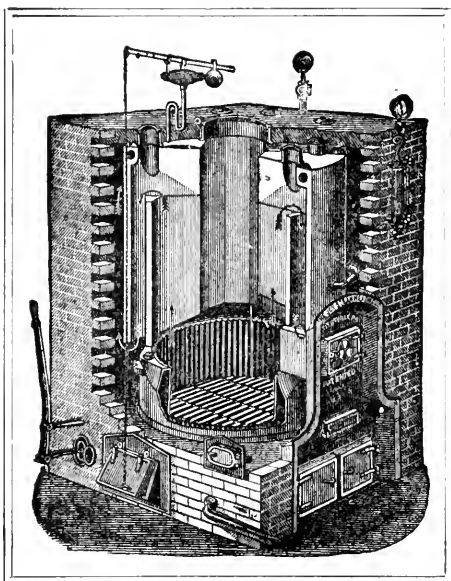
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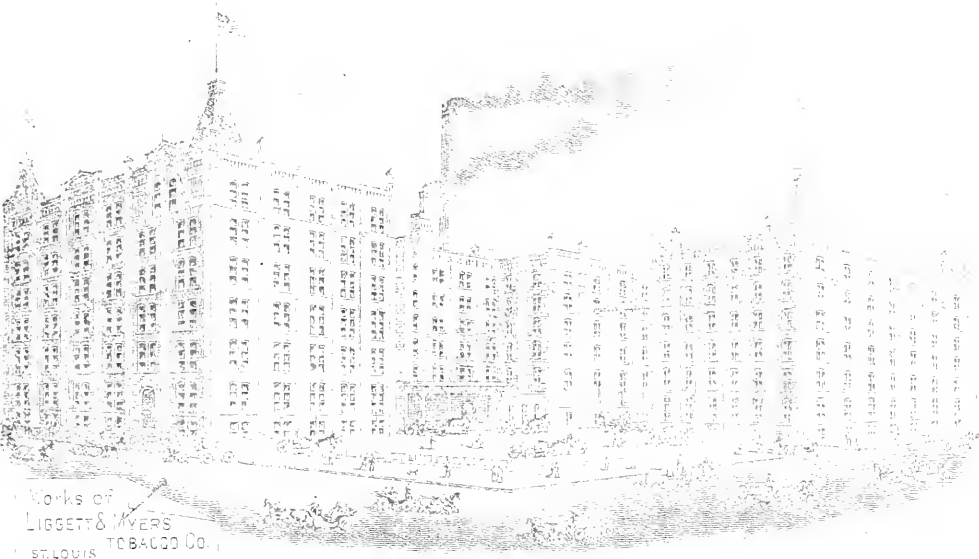
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BRANDS.		Size and Weight of Plug.		Style of Plug.	Spaced.	Weight of Cut.	Weight of Package.	Number of Plugs in Package.
		Inches.	Oz.			Ozs.		
Star	Lbs.	3 x 12	16	Smooth	7	22 $\frac{1}{2}$	12, 24 & 52-lb. Butts.	12, 24 & 52
74	Lbs.	3 x 12	16	R & R	7	22 $\frac{1}{2}$	"	24
74	Clubs.	1 $\frac{1}{2}$ x 12	12	R & R	6	2	30	40
A. A.	Lbs.	3 x 12	6	Smooth		27	"	72
Old Soldier	Lbs.	2 x 12	14	R & R	6	21 $\frac{1}{3}$	29	30
Sledge	Lbs.	2 x 12	15	R & R	6	21 $\frac{1}{3}$	28	30
Falcon		2 $\frac{1}{4}$ x 9	8	R & R	3	23 $\frac{1}{3}$	28	56
L. & M.	Lbs.	3 x 12	15	Smooth	5	3	30	32
L. & M.	3s.	3 x 6	6	Smooth	4	1 $\frac{1}{2}$	27	72
L. & M.		2 x 6	6	R&R or Smooth	2	3	27	72
Clipper	Lbs.	3 x 12	15	Smooth	5	3	30	32
Clipper	3s.	3 x 6	6	Smooth	4	1 $\frac{1}{2}$	{ 20 Cads. 54 } { 27 Butts. 72 }	
Corner Stone		2 x 6	6	R&R or Smooth	2	3	27	72
Scalping Knife		4 x 6	6	R & R	2	3	27	72
Scalping Knife	Lbs.	3 x 12	13	R & R	8	1 $\frac{1}{3}$	26	32
Sam Bass		4 x 12	15	R & R	5	3	14 & 28	15 & 30
		2 x 12	15	R & R	5	3	17 & 28	15 & 30

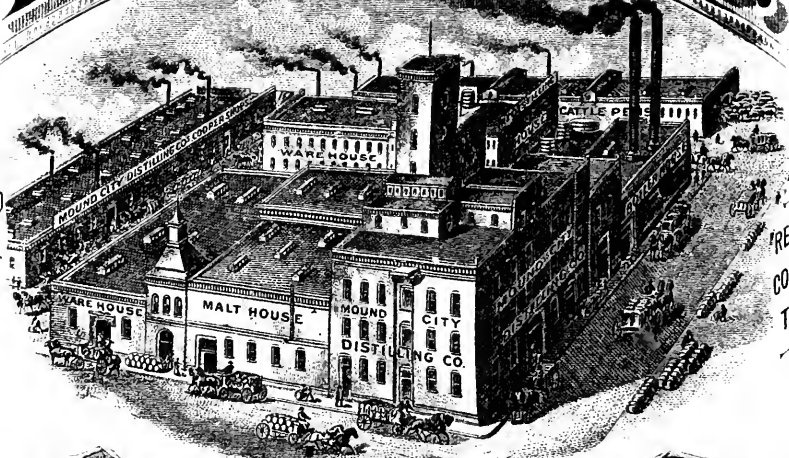
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